

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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## EXPORTS OF MEAT PRODUCTS.

Preliminary government reports of exports of meat and dairy products for the month of November show the total value of exports for the month to be one of the lowest in many years. The total was but \$8,516,913, compared to \$8,659,689 in October, and \$9,271,116 in November a year ago. Export values for the eleven months of 1912 were 12 million dollars less than for a similar period of 1911, the total being \$113,230,805, compared to \$125,151,738 a year ago.

Exports of fresh beef were less than half what they were in November last year, while for the 11-month period they were less than one-third what they were for a like period of 1911. All other items also showed heavy decreases except cured pork. Cattle exports for November dropped from 6,974 to 238 head, and the latter—as was the case with beef exports—was mostly to nearby points like Panama and the West Indies.

A comparison of the preliminary figures for November with those of a year ago is as follows:

	Nov., 1911.	Nov., 1912.
Cattle, head .....	6,974	238
Cattle, value .....	\$637,515	\$15,319
Beef, fresh, lbs. ....	1,182,157	572,034
Beef, fresh, value ....	\$123,369	\$76,141
Beef, pickled, etc., lbs. ....	2,641,114	1,834,416
Beef, pickled, etc., value ....	\$189,959	\$153,975
Bacon, lbs. ....	15,405,980	13,408,823
Bacon, value .....	\$1,801,313	\$1,725,512
Hams and shoulders, lbs. ....	12,994,305	9,472,930
Hams and shoulders, value .....	\$1,616,921	\$1,330,158
Pork, pickled, etc., lbs. ....	2,972,243	3,128,075
Pork, pickled, value ....	\$271,107	\$320,611
Lard, lbs. ....	89,460,894	34,225,382
Lard, value .....	\$3,720,226	\$3,969,816
Tallow, lbs. ....	2,060,016	832,147
Tallow, value .....	\$125,676	\$54,652
Oleo oil, lbs. ....	7,013,474	3,756,537
Oleo oil, value .....	\$732,507	\$460,300
Neutral lard, lbs. ....	2,462,225	1,331,689
Neutral lard, value .....	\$267,411	\$160,710

For the eleven months the comparison is as follows:

	11 mos., 1911.	11 mos., 1912.
Cattle, head .....	137,902	32,398
Cattle, value .....	\$12,553,557	\$3,025,058
Beef, fresh, lbs. ....	27,167,496	\$372,753
Beef, fresh, value ....	\$2,735,050	\$966,782
Beef, pickled, etc., lbs. ....	35,355,250	25,195,836
Beef, pickled, value ....	\$2,856,696	\$2,100,383
Bacon, lbs. ....	176,043,021	171,854,951
Bacon, value .....	\$21,496,240	\$20,977,744
Hams and shoulders, lbs. ....	168,004,644	158,707,935
Hams and shoulders, value .....	\$20,688,306	\$19,938,165
Pork, pickled, etc., lbs. ....	38,158,590	40,211,360
Pork, pickled, value ....	\$3,589,939	\$3,954,310
Lard, lbs. ....	478,848,003	429,008,314
Lard, value .....	\$47,183,644	\$44,816,718
Tallow, lbs. ....	40,831,506	25,553,737
Tallow, value .....	\$2,524,239	\$1,593,388
Oleo oil, lbs. ....	156,895,225	90,169,780
Oleo oil, value .....	\$14,969,884	\$10,452,307
Neutral lard, lbs. ....	47,794,528	52,306,824
Neutral lard, value .....	\$4,939,353	\$5,778,308

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

## REVENUE COMMISSIONER COMMENDS OLEO BILL. Urges Revision of Federal Law on Lines of Lever Measure

In his annual report, made public this week, the Federal Commissioner of Internal Revenue urges the complete revision of the law relating to oleomargarine, and specifically names the Lever bill, now before the House at Washington, as the measure which will accomplish the desired results in efficient law enforcement.

The time has passed when high government officials were afraid to come out into the open and acknowledge the right of oleomargarine to a square deal in competition with butter. The old bogey of the "farmer vote" no longer frightens them. There is a new element in the situation, the "consumer vote," which is no bogey, but a very real force. And it is all on the side of oleomargarine. The extortion of high butter prices suffered by the consumer also has been a potent factor in clarifying the situation.

So far as the Internal Revenue Department is concerned, it has claimed all along that the existing law put a premium upon fraud. This department was not concerned with the economic situation so much as it was with the enforcement of the law. Internal Revenue Commissioners have repeatedly called attention to the weakness of the Grout law—passed at the behest of the butter interests, and stimulating deception as well as imposing a 10-cent tax on the consumer for the benefit of the butter interests.

Now comes Commissioner Cabell with a repetition of this declaration, but with the added statement that the Lever bill is a measure that would achieve the result sought for by the government. The Lever bill is the measure favored by the oleomargarine interests because it gives them more of a "square deal" than they get at present, and favored by consumers generally because it gives them more of an opportunity to buy good oleomargarine for what it is and to escape from the extortions of the butter monopolists.

The Lever bill is opposed by these butter interests, of course. They are fighting it with the desperation of the defeated, because they know its enactment and enforcement will end their monopoly of the market, and will give oleomargarine the standing on the market it should have had long ago.

### The Revenue Commissioner's Recommendation.

Commissioner Cabell's recommendation—which has been adopted by his superior, the Secretary of the Treasury, and incorporated in

his annual report to the President—is brief. Under the head of recommendations for statutory changes he says on this point:

*Oleomargarine.—A complete revision of the oleomargarine statutes is strongly recommended. The provisions contained in H. R. 20281, known as the Lever Bill, would appear to be very satisfactory from the standpoint of the Bureau of Internal Revenue.*

It is brief, but it is enough, and it has been amplified in the Commissioner's testimony before the House Committee on Agriculture, in which he has shown the need for such a law, not only to protect the government, but to protect the consumer as well.

### Statistics of the Oleomargarine Industry.

In his report, which covers the fiscal year ending June 30, 1912, the Commissioner of Internal Revenue says concerning oleomargarine:

During the fiscal year ended June 30, 1912, there were produced 122,365,414 pounds of uncolored and 6,235,639 pounds of colored oleomargarine, as against 115,331,800 pounds and 5,830,995 pounds, respectively, in the fiscal year 1911, or an increase of 7,033,614 pounds of uncolored and 404,644 pounds of colored product, making a total increase of 7,438,258 pounds of both classes.

The total production for 1912 was 128,601,053 pounds, being 13,261,227 pounds less than the quantity produced during 1910, which was the high-water mark since the enactment of the present law, with 141,862,280 pounds produced. The withdrawals tax paid in 1912 amounted to 121,945,038 pounds of uncolored and 3,174,331 pounds of colored product, or a total of 125,119,169 pounds, as compared with 115,448,006 pounds uncolored and 2,764,971 pounds of colored, a total of 118,212,977 pounds, tax paid during 1911, an increase of 6,497,032 pounds at one-fourth cent, and 410,360 pounds at rate of 10 cents, or a total increase of 6,907,392 pounds.

There was an increase of 14,410 pounds in the withdrawals of the uncolored product for export, and a decrease of 10,222 pounds in the colored product, or a net increase of 4,188 pounds over the previous year.

The total collections from all oleomargarine sources amounted to \$1,128,707.25 as against \$1,000,214.79, an increase of \$128,492.46 over collections in 1911. Of this amount \$24,925 was from special taxes of manufacturers; \$23,258.50 from special taxes of retail dealers, at the higher rate; \$271,145.74 from retail special taxes at the lower rate; \$4,466.67 from wholesale special taxes at the higher rate; \$171,475.45 from wholesale special taxes at the lower rate; \$325,948.33 stamp tax at 10 cents per pound; \$307,479.16 stamp tax at

(Continued on page 24.)

**LABELS ON IMPORTED MEATS.**

Importers of foreign meat products must hereafter comply with label regulations similar to those imposed on domestic products by the federal meat inspection regulations. That is, importers of "Westphalian hams" will not be allowed to call them such unless the hams are actually from Westphalia. "Frankfurter sausage" must come from the city of Frankfurt or change its name, and imported "Cumberland middles" must come from Cumberland or carry a new label.

The regulation of imported meat products comes under the jurisdiction of the Bureau of Chemistry of the Department of Agriculture, enforcing the Food and Drugs Act, and this Bureau has just issued the following notice to pure food officials:

"Following is the rule enforced by the Bureau of Animal Industry regarding the use of geographical names for descriptions of various kinds of meat food products:

Geographical names.—Geographical names may be used only with the words "Cut," "Type," "Brand," or "Style" as the case may be, except upon foods produced or manufactured in the place, State, Territory, or country named; for example, "Virginia Ham" not produced in Virginia must be marked "Virginia Style Ham"; "English Brawn" must be "English Style Brawn"; "English Sausage" should be "English Style Sausage"; "Bologna Sausage" should be "Bologna Style Sausage"; "Frankfurter Sausage" should be "Frankfurter Style Sausage"; "Cumberland Middles" should be "Cumberland Cut Middles"; "Winchester Sausage" or "Winchester Ham" should be "Winchester Brand Sausage" or "Winchester Brand Ham," etc.

"In our opinion this rule should be enforced regarding imported meat food products, and I would suggest that imported meat food products not labeled in accordance with this regulation should be detained as misbranded, and that a copy of this circular should be sent to the importers of meat food products in your jurisdiction.

"Respectfully,  
"R. E. DOOLITTLE,  
"Acting Chief."

**NEW NAME FOR STREETT & CORKRAN.**

It is announced that on January 1 next the present corporation of the Streett & Corkran Company, the well-known Baltimore packers, of which former President Benjamin Corkran, Jr., of the American Meat Packers' Association is the head, will change its name. It will become a co-partnership, trading as Corkran, Hill & Company, and the partners will be Benj. W. Corkran, Jr., T. Davis Hill and Lloyd C. Corkran, son of the head of the company. The first two are among the best-known in the trade, while young Mr. Corkran is rapidly making a name for himself in the packinghouse field.

**PACKERS IN HARBOR ENTERPRISE.**

Reports from Chicago state that Chicago packers contemplate the expenditure of a million dollars or more for the establishment of a deep water harbor in San Francisco bay, fourteen miles from San Francisco. A tract of 3,000 acres of land along the bay is the property of the Western Meat Company. It is being looked upon as desirable as building sites for factories. A number of Chicago packers are stockholders in the Western Meat Co.



ROUND STEAK (NEW YORK CUT). ROUND CUT NO. 2.



ROUND STEAK (TOP AND BOTTOM ROUND). ROUND CUT NO. 4.



KNUCKLE SOUP BONE. ROUND CUT NO. 15.



HIND SHANK SOUP BONE. ROUND CUTS NOS. 17, 18, 19.

# VALUE OF VARIOUS CUTS OF BEEF

## Knowledge Which May Help to Reduce Living Cost

By L. D. HALL, Assistant Chief in Animal Husbandry, and A. D. EMMETT, Assistant Chief in Animal Nutrition, University of Illinois Agricultural Experiment Station.

(Continued from last week.)

[EDITOR'S NOTE.—This series of articles reports the salient points in an investigation which strikingly sustains the claims of the meat trade as to the value of the cheaper cuts of beef. It is something that should be brought to the attention of those who complain of high meat prices, and yet insist upon buying nothing but costly beef cuts.]

In previous issues the general plan of testing the value of various beef cuts was explained, and a report of the slaughter tests on selected animals was given. The chemical composition of the meat was also described. Description and illustrations were given of the retail loin and rib cuts.]

### The Round.

Comparing the retail cuts of the round (Table 14) it is found that the rump roast is made up of about one-half lean and one-third visible fat; the round steaks, from 73 to 85 per cent. lean and 9 to 22 per cent. visible fat; and the hind-shank soup bones are exceedingly variable in proportions of lean, visible fat and bone.

The various steaks are somewhat similar in percentage of lean meat, but cuts Nos. 5 to 12 contain noticeably less bone and more visible fat than those nearer the extremities of the round. The round pot roast, which is usually a boneless cut, contains a larger proportion of lean meat than any other cut of

the round. The knuckle and hook soup bones consist very largely of bone, while the remaining soup-bone cuts have considerable percentages of lean:

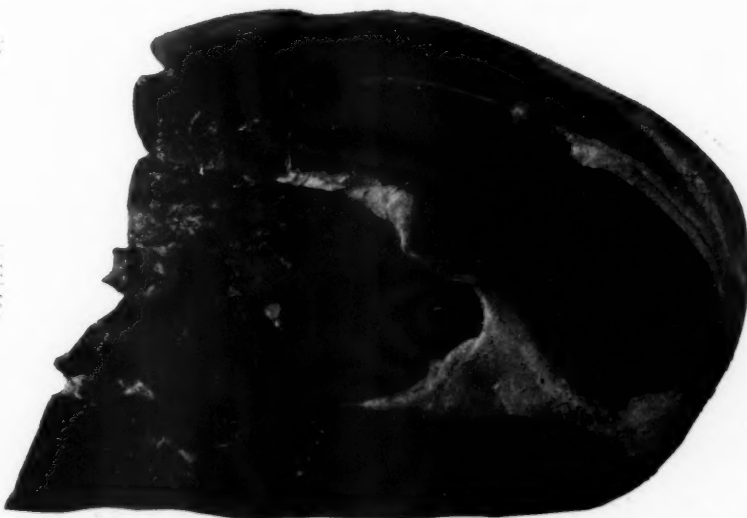
Table 14—Percentages of Lean, Visible Fat and Bone in the Retail Cuts.

Retail round cuts.	Lean.	Fat.	Bone.	Total.
1. Rump roast	48.62	31.13	19.81	99.57
2. Round steak (first cut)	74.16	13.57	11.26	98.99
3. Round steak	76.99	13.19	9.02	99.20
4. Round steak	84.47	9.71	5.13	99.31
5. Round steak	83.12	12.94	3.33	99.39
6. Round steak	81.84	14.36	2.64	98.84
7. Round steak	78.79	17.63	2.52	98.94
8. Round steak	77.53	19.61	2.62	99.76
9. Round steak <sup>1</sup>	81.85	15.93	2.22	100.00
10. Round steak <sup>1</sup>	78.15	19.33	2.52	100.00
11. Round steak <sup>1</sup>	74.90	21.96	3.14	100.00
12. Round steak	73.73	21.95	3.77	99.45
13. Round steak <sup>1</sup>	81.02	14.36	4.62	100.00
14. Round steak	75.05	16.63	7.31	98.99
15. Knuckle soup bone	19.00	21.78	58.36	99.14
16. Pot roast	85.43	13.38	0.87	99.68
17. Shank soup bone	40.13	11.37	47.62	99.12
18. Shank soup bone	66.72	12.35	20.19	99.46
19. Shank soup bone (hook)	8.08	10.36	80.86	99.30
Entire round	64.61	18.03	16.63	99.27

<sup>1</sup>This cut was made from the round of steer No. 1 only.



RUMP ROAST. ROUND CUT NO. 1.



ROUND POT ROAST. ROUND CUT NO. 16.

Results of trimming the various round cuts have been figured out. Rump roasts are thus reduced in weight by about one-third; and the rump trimmings are composed of about 56 per cent. bone, 30 per cent. fat and 14 per cent. lean. Fat only is trimmed from the round steaks, as a rule, and they are reduced only about 5 per cent. in weight. The greatest proportionate amount of trimmings is taken from the first cut steak, in which case the trimmings consist principally of

bone; and, in general, the fifth to the eighth cuts are trimmed more than the remaining ones.

[The illustrations herewith show some of the cuts from the round, the numbers of the round cuts referring to the numbers of the same cuts in Table 14, and also to the diagram of the carcass published on page 17 of The National Provisioner, December 7, 1912. Editor.]

(To be continued.)

### NO MEAT PROBE THIS SESSION.

There is to be no investigation of the meat industry at this session of Congress. It was announced this week by Representative Moss of Indiana that his committee on expenditures in the Agricultural Department, which considered at the last session the resolution introduced by Representative Nelson of Wisconsin charging failure to enforce the letter and spirit of the meat inspection and pure food laws, would meet in a day or two and then report to the House that the inquiry had failed to develop the existence of conditions which would warrant a sweeping investigation.

The committee, after carefully weighing the testimony taken at hearings conducted during the last session, has reached the opinion, according to Mr. Moss, that the meat inspection and pure food laws are being enforced, and their adverse report on the Nelson resolution in all probability will be accepted by the House.

Mr. Nelson says he will be content provided the committee takes some final action on his resolution, and should it be adverse, as he has occasion to expect, he will remain silent until the Democratic administration is installed. Then he will attempt to get before President Wilson the information he has collected. He cannot be expected to subside as long as there is a chance for free advertising.



## PRACTICAL POINTS FOR THE TRADE

### ACTUAL PACKINGHOUSE TESTS.

[EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort. In answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.)

### TEST OF PIGS' TONGUES.

This test of pigs' tongues was made on February 29. Weight from killing floor, after being trimmed, slined and well washed, was 350 pounds. On March 2 the drained weight of same from cooler was 330 pounds; on March 20 the cured weight was 308 pounds. This was under the old method of handling tongues. Now, try them in a 70 degree pickle and see how they come out. Pigs' tongues packed at 300 lbs. per tierce have weighed out cured 280 lbs.; not a very desirable result, of course. This shrinkage proposition is a serious matter in every department of the packinghouse.

### RECIPE FOR MEAT LOAF.

An inquirer writes as follows from New England:

Editor The National Provisioner:

Can you give me a first-class recipe for a meat loaf?

The following will be found an excellent recipe for meat loaf: Take 25 pounds of hog cheek and head meat, lean and fresh; 10 pounds back fat, fresh; 10 pounds of tripe, well cleaned and cooked; 5 pounds of hog liver, scalded. Chop fine in a silent cutter, mixing in the following: cracker meal, 2 pounds; white pepper, 4 ounces; mace, 1 ounce; sugar, 2 ounces; salt-peter, 1 ounce; salt, 1 pound 6 ounces; eggs, ½ dozen; milk, 1 gallon; butter, 1 pound; onions, 6 ounces. Mix well and bake in oven in regular loaf tins. Some prefer a dash of

sage added. Brush top of loaf with beaten egg prior to baking. Should be baked slowly, about 2 hours being necessary to finish.

### TO MAKE FRANKFURTERS.

A Western subscriber asks this question:

Editor The National Provisioner:

Can you give me a good recipe for frankfurters? What temperatures should be used in smoking and cooking?

Frankfurters may be made of almost any kind of good meats, such as weasand meat, jowl trimmings, beef trimmings, pork trimmings, pickled pork, head meat, cheekmeat, pluck meat, etc., in acceptable proportions. For instance, 10 lbs. weasand meat, 50 lbs. jowl trimmings, 50 lbs. beef trimmings, 20 lbs. pickled pork, 20 lbs. fresh head meat, 10 lbs. pluck meat, 4 lbs. flour, 3 lbs. salt, 12 ozs. white pepper, 4 ozs. saltpetre, 1 oz. each of ground coriander and mace and 1 lb. gelatine. Stuff in sheep casings, smoke at 160 degs. Fahr. and cook at 180 degs. Fahr.

### TO MAKE GOOD SAUSAGE.

(Continued from last week.)

In sausage-making there is something even more important than the matter of machinery and equipment, or spices and seasonings, which we have already discussed. This is the question of sausage meats, the raw material to be picked out for the purposes desired. The selection of these will naturally rest with the individual, and will be governed by circumstances and the uses for which they are intended.

All small pieces of meats, fat or lean, hearts, livers, cheek and weasand meat, which have small sale value in the market, may be made to yield good prices when worked up into sausages. They must, of course, be wholesome, which is the first consideration. No spoiled meats should be used under any circumstances.

Certain kinds of beef offer opportunities for profit when employed as follows: By taking

freshly killed beef while it is yet warm and chopping it up fine, while in this condition, it will absorb 50 per cent. or more of water. This is accomplished by adding water from time to time during the operation, taking care, however, to add no more water than is taken up by the meat itself.

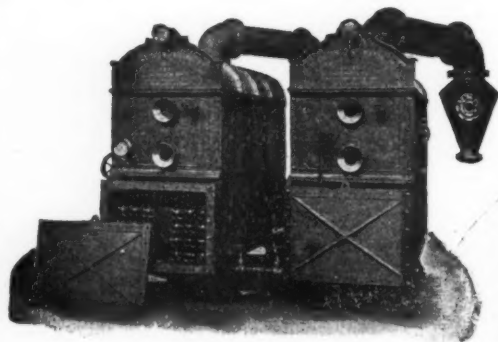
When prepared in this way it is necessary to allow the chopped mixture to properly cool off. It should not be immediately stuffed. It should be first spread in the refrigerator until it is cold, and thoroughly chilled. After this it is ready for spicing, manipulation and stuffing.

Bull beef furnishes the sausagemaker with a good and profitable meat for the making of bolognas and similar sausages. This meat, being naturally of a dry nature, will also absorb at least half its own weight of water, which may be added, as previously stated, during the process of chopping.

If the meat of stags and boars can be more profitably made into sausages than used for the customary cuts, judgment and discretion must be exercised so as not to use too large a proportion of this material. If too much is put in, a very poor and a faulty product is the result. In addition to this kind of sausage proving strong and unpalatable to the taste, the rank and disagreeable odor caused by their preparation for the table will surely condemn the brand they bear for any future consideration. High spicing or seasoning will not cover these disagreeable characteristics in this peculiar sausage. The only way to employ this meat is to use it in moderation.

(To be continued.)

Are you a salesman, manager, superintendent, foreman or stock keeper out of a job? Watch page 48 for good openings. Almost every week some packer advertises on that page for a man. Such chances do not remain open long; look them up, it will be worth your while. Or, if you want a position, why not advertise yourself?



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## EXPORT STATISTICS

In recent discussions of the comparative prices of beef at home and abroad The National Provisioner has taken occasion to refute political misstatements concerning the sale of United States beef in England. Our declaration that exportation of United States beef to Europe practically had ceased has been combatted by those who have presumed to quote government statistics to the contrary. Some of these quotations have been fictitious. Others were actually taken from government reports, but when the reports were investigated it was found that the official statistics were in error. Exportations of beef were reported which were not beef at all, but offal and other products.

The error was due to incorrect, misleading and careless make-up of shippers' manifests

and steamship companies' clearance sheets. In the latest bulletin of exports of domestic merchandise issued by the Bureau of Foreign and Domestic Commerce at Washington appears this notice:

"The completeness and accuracy of the figures of exports which are published herewith are dependent on the active co-operation of manufacturers and exporters in rendering adequate manifests for the use of the statistical officers of the government. Exports not reported, or insufficiently described in manifests, necessarily affect adversely the accuracy of tables which appear in this bulletin."

This is something to which we should have called attention long ago. Cargo manifests made out by steamship companies are notoriously slipshod and inaccurate. The only object seems to be to comply with our antiquated maritime laws in a formal way. The work is left to cheap clerical help, without intelligent supervision. The result is inevitable. Shippers' own manifests, made up in their own offices, are not a great deal better. Here, too, are evidences of careless and indifferent compliance with customs requirements. This atmosphere of indifference naturally extends to those customs departments where this data is transcribed and collated for the government, and it is not at all surprising that doubt should be cast upon the accuracy and reliability of government export statistics.

It is time something was done in this direction. If exporters and manufacturers want reliable data upon which to base their consideration of export trade conditions, they must do their part toward making such reliability possible. We are operating under maritime laws which are at least 100 years out of date. When we wake up to the vital necessity of protecting and fostering American shipping, and putting our export trade and methods upon an intelligently modern basis, perhaps then we will give some attention to a proper and business-like preparation of export manifests.

## RETAILERS' LOSSES

In the meat trade especially retailers have had a hard time of it during the recent era of high prices and high costs, and there has been a great deal of talk among them as to the hardness of their lot. Their lot has been hard, but it would not have been so hard had the complaining ones followed the example of some of their wide-awake brethren in the study and adoption of certain modern business methods which have been shown to be money-savers and money-makers. The packer makes money through saving what was formerly waste. Why should not the retail butcher—like every retail dealer, no matter what his line—do likewise? The waste he might and can save is in the leaks

that now exist in his business, through which dribble away a good deal of the lost profits.

In recent issues The National Provisioner has been publishing in its Retail Section a series of articles entitled "Learn to Be a Better Business Man." These are not intended to be a reflection on the business ability of any man; they are printed for what they are worth to the dealer who takes the trouble to read them. They apply to retailers in all lines; their logic is as applicable to the retail meat trade as to any other.

The fifth article in this series deals with the leaks in business which have just been referred to. In it the author, Mr. Burroughs, points out twenty-eight leaks, at least some of which are robbing every retailer in America of part of the profits that rightly belong to him.

None of these leaks can exist in the face of accurate accounting, any more than darkness can exist under a glaring street lamp. Every leak points an accusing finger at the accounting system in use. The system must be wrong or the leak couldn't exist.

The retailer who tries to run his business without an accurate written analysis of all its details, an analysis made at frequent intervals, is paying out more in leaks and neglected opportunities than he saves in accounting expense. The biggest leak in any retail store is "neglected opportunities"—chances for big profitable things which the business man overlooks because his records do not show him which of his efforts are most successful—in which direction his real opportunities lead him.

It all sums up to this—it costs more not to keep and analyze accurate records than it does to keep them. Leaks and neglected opportunities are more expensive than book-keeping.

## DESPERATE

The desperate straits to which the butter interests have been driven in their fight to keep oleomargarine out of the competitive market is indicated by the new note of alarm sounded this week through publicity channels which they control, and emphasized with frantic fervor by their representatives in Washington. Abandoning all argument, and with the bogey of the "farmer vote" no longer potent, they trot out a new scarecrow, a sort of famine wail. According to them, if a law is passed which gives oleomargarine a fair chance on the market with butter, not only will it drive butter out of the market and enable the oleo producers to put up the price of their product, but it will also result in the wiping out of the beef industry, and bring about a beef famine worse than that of today!

We wonder how many intelligent legislators will swallow such stuff as this?

## TRADE GLEANINGS

Dan Le Roe will erect an abattoir at Palestine, Tex.

The city of Austin, Tex., is planning the erection of an abattoir to cost \$25,000.

T. A. Blakely is rebuilding his burned fertilizer plant at San Bernardino, Cal.

Armour & Company is to build a branch house at Texarkana, Tex., to cost \$50,000.

Swift & Company are occupying their new quarters, recently built at McKeesport, Pa.

P. Burgland is to open a wholesale meat produce and poultry house at Dodge City, Kan.

The Agar Packing Company's fertilizer plant at Des Moines, Ia., has been wrecked by an explosion.

Armour & Company have received a permit to erect a three-story branch house at Milwaukee, Wis.

The Eureka Chemical Company, Baltimore, Md., has been incorporated with a capital stock of \$5,000 by O. M. Lockwood and others.

Henry Jilg, a provision dealer at Troy, N. Y., has filed a petition in bankruptcy,

with liabilities of \$72,294 and assets of \$79,865.

E. C. Toltz, W. J. Druen and H. C. Nail have incorporated the Southern Fertilizer Company of Louisville, Ky., with a capital stock of \$25,000.

The Gulf Oil and Fertilizer Company, Wilmington, Del., has been incorporated with a capital stock of \$500,000 by F. D. Buck, M. M. Dugan and others.

The plant of the American Dressed Beef and Provision Company at Kansas City, Kan., has been sold at auction to the Interstate Ice and Cold Storage Company.

W. W. Jones and J. C. Baldwin will erect a cottonseed oil mill and cotton compress at Corpus Christi, Tex. The oil mill will have a capacity of 50 tons and cost \$60,000.

Improvements to the Union Stock Yards in South Omaha, Neb., to cost between \$350,000 and \$400,000, were arranged for at the annual meeting of stockholders of the company held last week. The improvements will consist of new horse and mule barns and the rebuilding of the hog barns. Work will begin as soon as possible next spring.

### CHARGE FIXING OF BUTTER PRICES.

Federal officials at Chicago have commenced action there to dissolve the Elgin Board of Trade and the American Association of Creamery Butter Manufacturers, on the ground that they have entered into a conspiracy to fix the price of butter. The Elgin board and various individuals are named as defendants.

In addition to the dissolution of these organizations, the government seeks to enjoin the defendants from appointing any price committees, from fixing prices, from quoting or publishing figures purporting to be "market prices" unless based upon bona fide sales of butter, and from demanding that the Elgin price be used as a basis in making contracts for butter. In general the charge is that the Elgin price committee has acted arbitrarily and without regard to actual values, making them below actual values during the storage of surplus and above actual values during the season of storage output; and that the members of the associations were required to use the prices thus established as the basis of their contracts for the purchase and sale of butter.

Charles H. Potter, president of the Elgin board, said: "Lack of knowledge of the manner in which the board operates and fixes quotations is the cause of this suit; when the court is fully informed on this subject, as I have no doubt it will be, I believe the action will be dismissed."

### FOREIGN TRADE OPPORTUNITIES.

The following foreign trade opportunities are offered in Daily Consular and Trade Reports. Additional information can be secured from the Bureau of Foreign and Domestic

Commerce, Washington, D. C. Refer to number in making inquiries:

No. 9976. Lard and bacon.—A report from an American consular officer in Italy states that he has been informed by a local firm that it desires to be placed in communication with American packers and exporters of lard and bacon with a view to representing them on that market. Correspondence should be in Italian or French. References can be furnished.

No. 9977. Tallow.—The Bureau of Foreign and Domestic Commerce is in receipt of a communication from a wholesale agent in Germany, who sells on his own account or on commission, stating that he is particularly interested in American tallow and would like to represent some good firms in this line. He states that he has customers for tallow and desires correspondence.

No. 10038. Refrigerating cars.—A foreign railway company informs the Bureau of For-

eign and Domestic Commerce that it desires to secure specifications and full information in regard to refrigerating cars. It is understood that several million dollars will be expended in this field. This company desires the fullest information possible regarding the matter.

### A WARNING TO BEEF RAISERS.

In a recent issue The Breeders' Gazette of Chicago, a most influential livestock journal, issues this warning to beef producers:

"A number of butcher shops in New York City have ceased to handle beef, because the demand for it under the present scale of prices is too small to warrant cutting it on the block. Can beef makers realize the significance of this fact? An era of abnormally high prices demoralizes the entire industry. It profits the few for the present; it threatens permanent contraction of beef supply by reason of loss of the beef appetite and habit.

"It is a condition fraught with great danger to American agriculture. A rational return to beef-making on the farm, without that over-production which seems inevitably to attend our habitual sheep-like rush into a specialty, is imperative."

### LIVESTOCK AND BEEF EXPORTS.

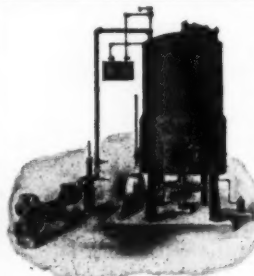
Exports of livestock and dressed beef from United States and Canadian ports for the week ending December 14, 1912, are reported by Williams & Terhune as follows:

Port.	Cattle.	Sheep.	Beef.
From New York .....	150	—	—
From Boston .....	—	—	—
From Philadelphia .....	—	—	—
From Baltimore .....	—	—	—
From Montreal .....	—	—	—
Total .....	150	—	—
Total last week .....	—	—	—

### FRESH MEAT FREIGHT RATES.

Reports from Washington this week state that the Interstate Commerce Commission has further suspended until June 13, 1913, the proposed increase of rates on fresh meats and packinghouse products from Oklahoma City and other Oklahoma points to points in New Mexico.

### A GREAT IMPROVEMENT Liesinger System of Rendering



Raw Material  
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Economical in  
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Sanitary.

Superior  
Construction

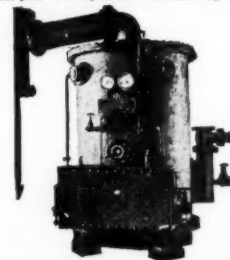
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BUFFALO, N. Y.

### TANKWATER

There's money in it for others and there's money in it for you. Save yourself all trouble by using the



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**P**ACKERS who buy our SPECIAL HAM PAPER for smoked meat wrapping and Lard Liners, get the GREATEST VALUE the market offers.

WRITE US FOR PLAIN OR PRINTED SAMPLES

**Hartford City Paper Company - Hartford City, Indiana**

## FOR PURCHASING DEPARTMENTS

### A DRYER WHICH MAKES MONEY.

The Peters Packing Company, McKeesport, Pa., is highly pleased with the 4 x 12 Brecht Rotary Vacuum Dryer which was installed for them a few months ago by the Brecht Company, of St. Louis. They have dried as high as 4,000 pounds of pressed tankage per charge, using but five horse power to operate the dryer. The operation of the dryer is conducted absolutely without odor.

Mr. Peters is so highly pleased with the work that this dryer is doing that he will gladly recommend it to any prospective buyer, and he will operate the plant if necessary for demonstration to anyone. It appears that this is a very generous offer on the part of Mr. Peters, but it only goes to show that packers appreciate a first-class piece of machinery quite as much as they do high-grade stock.

One particularly interesting fact in connection with the Brecht Rotary Vacuum Dryer as operated by the Peters Packing Company is that it is an excellent machine for drying hog hair, and as Mr. Peters states, finishes the hair into a clean, dry and sanitary condition, and that they are now realizing from \$30 to \$40 per week, where before the installation of the dryer they had been unable to do anything with the hair.

The Brecht Company is placing these dryers in many plants throughout this country, Canada, Europe and South America, and with its special tankwater evaporators, hydraulic presses and other by-product machinery equipment, they make a modern sanitary and highly efficient equipment.

### MONEY FOR BUTCHER IN SAUSAGE.

Every butcher is interested in the high cost of living, and particularly in the high cost of meats. But have butchers in general given serious thought as to how they could help decrease the high cost of living, and at the same time increase their business and also their profits? "The solution to this is easy," says Edwin R. Smith, of the John E. Smith's Sons Company, who is an authority. "Advise your customers to eat more sausage." He continues:

"Good sausage is a cheap and nutritious meat food, and an analysis shows that sausage possesses as much and often more nutri-

ment than the choicest cuts. A well-made sausage is always delicious and tasty, and those retail dealers who will make a specialty of good sausage would find their trade increasing by leaps and bounds.

"Have you in mind any retail meat dealers who made a specialty of fine grade sausage who were not a success from a business standpoint? The writer cannot recall one, but can recall hundreds that have made a grand success, and their success was entirely due to their ability to make good sausage. There is no retail meat dealer but that can afford a small sausage outfit for an experiment, and they may rest assured that if their sausage is properly made it will be in good demand.

"In order to have a good sausage, that is tasty and delicious, it is absolutely necessary that the juice of the meat be retained, and this is possible with the Buffalo Silent Cutter. With this recognized and world-wide acknowledged superior meat cutter, the meat is cut clean and the juice is retained, instead of being ground or mashed. For this reason all the large packers and sausage makers of high reputation finish cutting their meat in a Silent Cutter.

"With a Buffalo Silent Cutter, the meat is cut clean and the juicy flavor retained, making the sausage delicious and holding the meat taste. Moreover, have you ever thought of the fact that there is no waste to sausage, and that it is all edible? That is why the eating of sausage will reduce the cost of living, because there is no waste and it is nearly 50 per cent. cheaper than other cuts, and is, moreover, just as nutritious.

"Retail meat dealers who may desire full particulars and information as to making sausage, as well as to securing a small outfit, may communicate with the writer, and all information will be gladly and freely furnished. Address Messrs. John E. Smith's Sons Company, 50 Broadway, Buffalo, N. Y., who not only make all kinds of sausage machinery, but everything else in the butcher supply and meat packinghouse line.

"The writer is vitally interested in this question of sausage making, because it has proved the highway to successful business for many retail meat dealers. Sausage is not only cheap, but, as stated, there is no waste. The people want a good home-made sausage, and this the retail meat dealer can make cheaper than he can buy, and thus use up much that now goes into the scrap barrel.

"The making of good sausage should be inaugurated by every retail meat dealer for several reasons. It leads to furnishing your customers, or the people the world over, with a delicious food, equal in every sense of the word to the best porterhouse steak, but which retails at about one-half the cost of porterhouse. People will appreciate this, after once knowing what a real good sausage is. All this will help build up and increase the profits of the retail trade."

### INFRINGERS ARE WARNED.

The Cincinnati Butchers' Supply Company, of Cincinnati, Ohio, the patentees and manufacturers of "Boss" machines, on December 7 entered suit in the United States Court of the Southern District of Ohio, against the C. Schmidt Company, of Cincinnati, for an injunction and damages because of the alleged infringement of Patent No. 811958, issued February 6, 1906, known as the "Boss" cattle knocking pen.

The Cincinnati Butchers' Supply Company has also instructed its attorneys, Messrs. Heidman & Street, of Chicago, Ill., to prosecute all users of knocking pens infringing said patent, and to collect royalties for past infringements. Users of cattle knocking pens, which embody the patented features owned by the Cincinnati Butchers' Supply Company, can avoid trouble and expense by obtaining a license from the company under said letters patent.

### CHRISTMAS BEEF DISPLAYS.

In addition to holiday beef displays already mentioned, that of the Independent Packing Company, at Chicago, was one of the finest. Concerning it the Chicago Live Stock World said:

The Independent Packing Company had on display an array of beef, pork and mutton for the holiday trade that has seldom, if ever, been equaled at the Yards. All day long the immense plant was thronged with visitors and before night eager buyers had caused "sold" tags to be placed on many choice cuts.

The Independent was a liberal buyer of prize stock at the recent sale of International car-lot exhibits and the dressed carcasses on display show up the rare judgment of Messrs. Finnessey and Thompson, regular buyers for the Independent. The Independent's patrons are assured of a high grade of meat for their holiday trade and President Brennan and his co-workers may well be proud of their display.

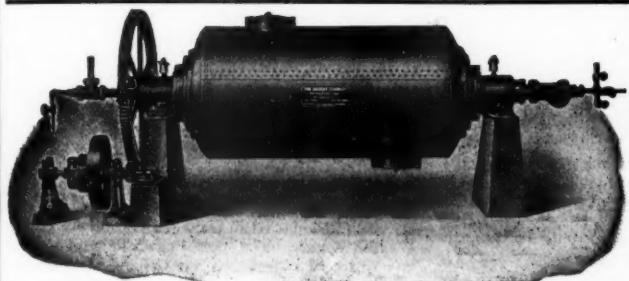
Refreshments were served and many warm friends made for this growing packing firm.

### PETER NEFF AS A SPECIALIST.

Peter Neff, the refrigerating engineer, announces to his friends and the trade that, having severed his connection with the Arctic Ice Machine Company, he has opened an office as consulting engineer and specialist in refrigeration at Canton, O.

Want a good job? Watch page 48.

NO AGITATING ARMS. NO WEAR ON THE INNER SHELL



The Brecht Rotary Vacuum Dryer.

EQUIPPED WITH SPECIAL STICK FEED  
ABSOLUTELY ODORLESS

## THE BRECHT ROTARY VACUUM DRYER

FOR BLOOD, TANKAGE AND BONES

HAS NO EQUAL FOR ECONOMY IN OPERATING AND MAINTENANCE.  
PRODUCES DRY TANKAGE AT ONE-HALF THE COST OF ANY OTHER STEAM DRYER MANUFACTURED.

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# ICE AND REFRIGERATION

## NEW CORPORATIONS.

Salem, Mass.—The Connors' Leather Company's building has been damaged by fire.

Houston, Tex.—The American Brewing Association will erect a concrete addition to its plant costing \$12,000.

Philadelphia, Pa.—The plant of the Southwark Ice Company has been damaged by fire to the extent of \$15,000.

Augusta, Ga.—J. F. Ellis, T. S. Raworth and C. I. Bryans have incorporated the Elks' Ice and Coal Company with \$20,000 capital stock.

Louisville, Miss.—The Louisville Light, Power, Water, Coal and Ice Company has been incorporated with a capital stock of \$30,000 by F. E. Woodward and others.

San Antonio, Tex.—The recently incorporated Crispi Manufacturing Company will shortly commence the erection of its new building for the manufacture of ice cream.

St. Louis, Mo.—The Mutual Brewing Company has purchased a site, 400 x 200 feet, and has plans prepared for the erection of a bottling plant and storage house and for enlarging ice plant.

Winston-Salem, N. C.—The Carolina Ice and Coal Company has been incorporated with a capital stock of \$125,000 by F. A. Fogle, A. L. Butner, S. F. Vance and C. D. Ogburn, of Winston-Salem.

## ICE NOTES.

Wenatchee, Wash.—H. M. Worthen, of Seattle, is preparing to erect an ice plant here.

Mineola, Tex.—The Mineola Light and Ice Company will erect a 500-ton ice storage plant.

Knoxville, Tenn.—The Polar Ice Company has increased its capital stock from \$25,000 to \$250,000.

Washington, D. C.—The Chapin-Sacks Manufacturing Company will repair its ice storage plant.

Bremond, Tex.—The installation of an ice plant is contemplated by the Bremond Electric Light Company.

Milwaukee, Wis.—Armour & Company have received a permit to erect a three-story branch cooler here.

Pittsburgh, Pa.—The South Hills Ice Company will erect a small ice plant at 1707 West Liberty avenue.

Port Arthur, Tex.—James Summerhill, of

New Orleans, La., is preparing to install a 20-ton ice plant at this place.

Columbia, S. C.—The Knickerbocker Cold Storage Warehouse Company is being organized by J. W. Lillard and others.

Americus, Ga.—The Atlantic Ice and Coal Corporation has plans for the erection of an ice and cold storage plant with a capacity of 75 tons.

Greenville, S. C.—The Carolina Public Service Corporation of Columbia, S. C., will, it is reported, purchase the plant of the Greenville Ice and Fuel Company.

Lebanon, Tenn.—The plant of the Davis Ice and Cold Storage Company was sold at public auction. The Henry Vogt Machine Company was the purchaser.

Yoakum, Tex.—The Yoakum Ice Company and Yoakum Machine Shops and Garage has been incorporated with \$60,000 capital stock by W. L. Orth and M. F. Orth. The company will continue established plant.

San Benito, Tex.—The plan advocated by B. F. Yoakum, chairman of the Frisco Railroad executive board and committee, and which is being carried out on an extensive scale in the lower Rio Grande Valley and the more upper portion of the Gulf coast region of Texas, for refrigerating and storing vegetables and other perishable products of the farm, promises to revolutionize the marketing feature of the produce industry. At San Benito a few months ago a large pre-cooling plant was installed, and this was so successful that two more large plants of the same character are being erected at Harlingen and at San Benito. In connection with the pre-cooling plants large refrigerating and cold storage plants are now being erected.

## COLD STORAGE WAREHOUSEMEN.

At the convention of the American Warehousemen's Association in Pittsburgh, Pa., last week the cold storage section held some very interesting and important sessions, most of which were presided over by Frank A. Horne, of New York. The American Produce Review reports them in part as follows:

Mr. Horne stated in his report for the Cold Storage Committee that the purpose of the committee was to elicit the essential facts of the development of the industry, to suggest and participate in the discussion of problems and to present the consensus of opinion of the industry at large. He complained of difficulty in securing full co-operation to perform this service fully. A questionnaire sent to the members to secure useful information had brought replies from only about one-third. From these a prosperous year was indicated with considerable increase of capacity and of the quantity of goods stored. Storage rates had shown little change—some slight advances where space was short.

Mr. Horne stated that the situation in respect to the agitation against cold storage has greatly improved, as an effect of public hearings, various investigations and the dissemination of accurate information. He considered the danger of drastic and destructive legislation as past, but believed that regulation of some sort will be undertaken in States where laws have not as yet been enacted. He considered it wise therefore to co-operate with the American Association of Food and Dairy Departments who, through a committee, are formulating a cold storage bill designed to serve as a model.

Mr. Horne spoke of the progress made by this committee, of which Dr. Barnard of Indiana and Dr. Pennington are members, and of their desire to perfect reasonable and wise legislation, working to that end in harmony with the industry. He also referred to the unsatisfactory character of laws already adopted in some States, to the desirability of their amendment and to the importance of uniformity. Mr. Horne closed his report by enumerating several important subjects for discussion to be taken up during the sessions.

Frank A. Horne reported also for a committee comprising himself, F. G. Urner and Geo. E. Haskell, appointed at the last convention to confer with the Department of Agriculture in regard to the relation of cold storage to the prices of the commodities stored. Mr. Horne and Mr. Urner had visited Washington in January, going over the subject fully with Mr. George K. Holmes by whom they were shown every courtesy. Mr. Urner had later furnished complete statements of average prices of butter and eggs, with explanatory comments, all of which had been highly appreciated by the Department. A revised Departmental Bulletin had been prepared since last summer, but had not yet been obtained from the government printing office.

Mr. Horne also reported for the Joint Committee of Warehouse and Affiliated Industries and submitted a statement of finances from the treasurer of the committee, Mr. A. M. Read, of Washington.

Dr. Mary A. Pennington addressed the meeting on the influence of refrigeration on the food supply. She spoke of the investigations made by the Department of Agriculture into the application of refrigeration for food preservation and the effect upon composition. Many problems have been solved and the knowledge gained practically applied.

The general public knows little of the part played by modern methods of handling and refrigeration in maintaining an equalized food supply, and because of some abuses and more misunderstandings concerning cold storage the public will have none of it knowingly. But the public cannot have its present market supplies without the aid of low temperatures to conserve and transport. But refrigeration can be abused; it is to the welfare of the industries to see that no abuses occur, and of the consumer to face the fact and choose deliberately either to return to the restricted diets natural to varying seasons or accept the great variety that cold storage has provided.

It is impossible at present to provide seasonal products, the age of which shall be reckoned in days only for the millions of people and have them the year round. Eggs from the nearby henry, cream from dairies planned for winter work and broilers hatched out of season, are not now, and probably never will be, sufficient to provide for any except the wealthy. Yet butter and eggs are now staple foods in the homes of even small wage earners and the family that does not buy some poultry is poor indeed. For this we must thank the conserving power of cold.

The public, said Dr. Pennington, clings to the one term "fresh" as a fixed standard of condition. "Freshness" is looked upon as a function of time rather than of good handling; yet milk uncooled and in dirty vessels is stale to the point of unfitness for food in a few hours, while the same milk well handled is fresh and desirable for at least 36 hours. The egg just laid and placed in the cool closet is accepted as "fresh" by the most exacting for several days; left in the summer sun for a few hours it is so deteriorated as to be justly designated old or stale.

It should not be impossible to realize that there may be methods of conserving eggs, for example, by which freshness may be


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Economical Efficient

No Idle Men  
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TOOLS**

*Gifford-Wood Co.*

HUDSON, N. Y.      CHICAGO, ILL.

BOSTON, MASS.

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BALTIMORE: Joseph S. Wernig Transfer Co.  
BOSTON: 120 Milk St., Chas. P. Duffee.  
BUFFALO: Keystone Transfer Co., Ruckel & Son.  
CHICAGO: F. C. Schapper, Westerlin & Campbell Co.  
CINCINNATI: The Burger Bros. Co.  
CLEVELAND: General Cartage & Storage Co., Henry Bollinger.  
DETROIT: Riverside Storage & Cartage Co., Newman Bros., Inc.  
DENVER: Denver Transit & Warehouse Co.  
DALLAS: Oriental Oil Co.  
EL PASO: El Paso Storage Warehouse Co.  
FORT WORTH: Western Warehouse Co.  
HAVANA: O. B. Clotas.  
HOUSTON: Texas Warehouse Co.  
INDIANAPOLIS: Railroad Transfer Co.  
JACKSONVILLE: St. Elmo W. Acosta.  
KANSAS CITY: Crutcher Warehouse Co.  
LIVERPOOL: Peter R. McQuile & Son.  
LOS ANGELES: United Iron Works.  
LOUISVILLE: Louisville Public Warehouse Co.

MILWAUKEE: Central Warehouse.  
MEMPHIS: Patterson Transfer Co.  
MEXICO, D. F.: Ernst O. Heinsdorf.  
NEWARK: Brewers' & Bottlers' Supply Co.  
NEW ORLEANS: Chas. F. Rantz.  
NEW YORK: Roessler & Hasselacher Chemical Co., Shipley Construction & Supply Co.  
NORFOLK: Nottingham & Wrenn Co.  
OKLAHOMA CITY: O. K. Transfer & Storage Co.  
PITTSBURGH: Pennsylvania Transfer Co.  
PROVIDENCE: Rhode Island Warehouse Co.  
ROCHESTER: Shipley Construction & Supply Co.  
SALT LAKE CITY: Utah Soap Co.  
ST. LOUIS: Pillsbury-Becker Engineering & Supply Co.  
ST. PAUL: R. B. Whitacre & Co.  
SAN ANTONIO: Oriental Oil Co.  
SAN FRANCISCO: United Iron Works.  
SAVANNAH: Benton Transfer Co.  
SPOKANE: United Iron Works.  
SEATTLE: United Iron Works.  
TOLEDO: Moreton Truck & Storage Co.  
WASHINGTON: Littlefield, Alvord & Co.

maintained for months instead of days. Indeed, as the problem of the sustenance of the millions has thrust itself upon us, we see that the only surety of good condition is good handling all along the line; and the problem involves not only the practical annihilation of distance, but of time, for the city population demands the same diet all the year. The cry for food has compelled us to preserve as best we can all the overproduction of the flush season to help supply the season of scarcity. Here lies the reason for cold storage.

The municipalities themselves are awakening to their need of refrigeration to prevent gluts and famines and to help eliminate some of the costs of distribution. The spoilage of foods between producer and consumer assumes the proportions of a calamity; and good handling, refrigeration during transportation and at the market, with adequate facilities for distribution, means the saving of vast quantities of perishable products now wasted and improved quality of all grades.

There will come a time when the law will be invoked to compel vendors of perishables to provide refrigerated quarters in which to hold them. The ignorance of the people concerning the handling of foods now puts a premium on waste.

Dr. Pennington alluded to the growing application of refrigeration at the smaller concentrating centers in producing districts, and to the opportunity for, and tendency toward, the formation of rural co-operative societies and their improvement in methods of handling produce. The small refrigerated concentrating packing house for farm products in general, will, she declared, be a recognized part of the system protecting our food supply. The farmer of the future must have a nearby refrigerated concentrating plant to which he can send perishable commodities of all kinds to be packed and shipped—in car lots if possible. In sections producing heavily such plants may be specialized.

The conservation of food, said Dr. Pennington is even more fundamental to the welfare of our people than the saving of forests and minerals. Among the most important factors to this end is refrigeration; and when refrigeration is combined with intelligent application of the facts that scientific investigation has shown to make for stability in perishables, the question of distance from the consumer, decay at market centers and waste during the season of overproduction will largely lose the menace they now hold.

F. G. Urner, Editor of the New York Produce Review, read a paper dealing with the effect of cold storage upon the prices of the goods stored. The general effect, Mr. Urner believed, could be determined reliably by a simple academic consideration. If facilities for preservation increase the production of seasonable foods, then the logical conclusion must be that the tendency is to reduce the cost of food. In a comparison of prices prevailing before cold storage became

a factor with those that have since prevailed, it is difficult to distinguish the effects of cold storage from the effects of other factors which may have affected price levels; and available records of food prices show such ranges, due to differences in quality, that it is not easy to find a uniform standard for comparison in periods of time widely separated.

The production of nearly all of our food is seasonal, or with wide variation from one season to another. Production must, as a rule, be limited by the quantity salable at remunerative prices; and the longer the season of available supply, the more can be profitably sold and produced. Cold storage preservation extends the period of available supply and therefore, in the more durable foods, permits a vastly greater profitable production during the season of maximum yield; the supply of food being thus increased the natural result is to effect a reduction of food prices.

Mr. Urner asserted that cold storage of eggs had resulted in adding to our food supply a very large increase of production, giving to our people during the season of natural scarcity a large volume of supply at lower prices than ever before enjoyed. This effect is practically shown (as to New York) by the fact that New York's egg consumption increased 52.5 per cent. from 1900 to 1910 while her population increased 38.7 per cent.

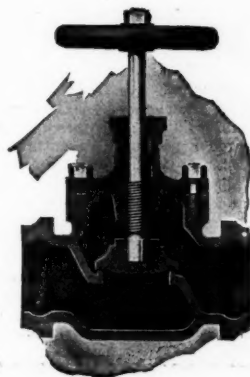
Attention was called also to the fact that general causes appear to have raised the price levels of nearly all commodities not subject to special and exceptional conditions.

Mr. Urner referred to the butter price average above given as showing an actually lower average in the period 1902-'11 than in the pre-storage period except for a slight advance in the season of accumulation; and in the butter prices there is not the difference in quality to contend with in making an illuminating comparison such as has been referred to in the case of eggs.

J. A. Ruddick, Dairy and Cold Storage Commissioner of Canada, spoke of his official duties in the Dominion, especially as Cold Storage Commissioner. There was, he said, considerable difference in the problems there and in the States due to the smaller population, spread over an equally wide area. Larger centers in cities both East and West have large cold storage facilities some of them of the most modern and improved construction. The cold storage industry in Canada has, he said, received impetus governmental subsidy inspired by the importance of conservation and waste prevention. These subsidies (amounting to 30 per cent.) had been granted under certain conditions, especially when the production in a section was not sufficient to support private enterprise in that direction. There had been quite a large extension of cold storage facilities in the plants where produce is collected and prepared for market.

The following resolutions were adopted:

WATCH PAGE 48 FOR BARGAINS.



# YORK

## Ammonia Valves

AND

## Fittings

are carried in stock  
in all principal cities

Shall we send you our Illustrated Catalogue, which will enable you to order from our nearest supply houses?

Their Prices are the same as ours.

## York Manufacturing Co.

Largest Ice Machine Manufacturers  
in the World

General Western Office: Monadnock Bldg., Chicago  
Main Office and Works: - - - York, Pa.



"Whereas: The Association of State and National Food and Dairy Departments has created a 'Cold Storage Committee' for the purpose of preparing a cold storage bill designed to be a model, which shall be uniform in the several States and Nation, therefore, be it

"Resolved: That the Cold Storage section of the American Warehousemen's Association expresses its approval of the principle of uniformity in cold storage laws or proposed legislation and affirms its willingness to co-operate to the end that any legislation and regulations that may be proposed shall be uniform and shall be just and reasonable to all concerned, and effective in serving the public interest."

A resolution was also adopted expressing approval of the Third International Congress of Refrigeration and the wish of the Cold Storage Section of the A. W. A. to co-operate for its success.

#### INTERNAL REVENUE REPORT.

(Concluded from page 15.)

one-fourth cent per pound, and \$8.40 on imported oleomargarine at the rate of 15 cents per pound.

A slight decrease is noted in the number of violations of the oleomargarine law reported in 1912, there being a total of 1,779 offenses reported, as against a total of 1,816 cases in 1911. These violations involve 1,594 persons or offenders, and represent 75 illicit manufacturers, 73 wholesale dealers, and 1,436 retail dealers. Of these cases prosecutions were instituted against 27 illicit manufacturers, 2 wholesale dealers, and 26 retail dealers, a total of 55, of which 11 manufacturers, 1 wholesale, and 5 retail dealers were convicted. The other cases, together with those brought over from the previous year, are pending before the courts as follows:

Twenty manufacturers, 15 wholesale, and 91 retail dealers, a total of 126 cases. The remaining cases were compromised or dropped on the recommendation of the officers, or be-

cause of insufficient evidence for criminal action. A total of \$1,653.10 was collected from fines imposed by the courts, \$21,374.07 from compromises, \$43,402.06 from assessment of special taxes, and \$90,625.32 from stamp tax, making a total of \$157,054.55 collected on account of these violations.

*Attention has been called heretofore to the necessity of remedial legislation to strengthen the administrative features of this law; and in the report for 1911, pages 16 to 19, there was pointed out the method whereby the law was being evaded and the difficulty of an effective enforcement thereof, all of which is equally true at this time; and it is hoped that at this session Congress will make the necessary revision of these laws.*

#### Figures on Adulterated Butter.

Concerning adulterated butter the report says:

During 1912 there were reported 132 cases of manufacture of adulterated butter, 11 of wholesale, and 18 of retail dealers in this product, making a total of 161 violations of the act of May 9, 1902, practically all of which were due to the manufacture and sale of butter containing abnormal moisture without payment of special and stamp taxes. The total collections from this source amounted to only \$46,102.40, which is a decrease from the previous year.

As pointed out in the report for fiscal year 1911, the moisture content is not a fair test as to adulteration; and it is again recommended that Congress amend the law along the lines set forth in that report, to establish a butter-fat standard, and to relieve manufacturers and dealers of the heavy and, oftentimes, destructive special taxes incurred under the present law through the accidental incorporation of excessive moisture and the unintentional sale of the product.

It is also recommended that the law be so amended that butter be not required to be branded "adulterated" which contains ingredients bringing it within this classification,

where manufactured upon orders and specifications from customers for export to foreign countries, provided it is not deemed to be adulterated nor misbranded under the laws or regulations of the countries to which exportation is made. This would harmonize the internal revenue act of May 9, 1902, with the pure food and drugs act of June 30, 1906, and give to the American exporters of this product equal privileges and opportunities with foreign manufacturers in the tropical trade, which necessitates the use of certain chemicals and preservatives in butter, which under the law brings the product within the classification of adulterated butter and requires it to be so branded.

This provision would also create a greater demand for farmers' butter, which has heretofore been extensively used in the manufacture of chemically preserved butter for the Tropics, and would in no wise open the door to the sale of the product on the domestic market, as it would be produced and exported under bond and official supervision.

#### Renovated Butter and Filled Cheese.

There was a considerable increase in the production of renovated butter during 1912, which shows a total of 46,387,398 pounds produced and 46,413,895 pounds withdrawn, tax-paid, as against 39,292,591 pounds and 39,352,445 pounds, respectively, during 1911, being 7,094,807 pounds and 7,061,450 pounds in these items.

A small quantity of filled cheese was produced during the year, all of which was exported tax-paid.

Attention is called to the fact that the laws imposing a tax upon and regulating the manufacture of process or renovated butter and filled cheese make no provision for the withdrawal of these products free of tax for export to a foreign country, as is the case with all other articles taxed under the internal-revenue laws, and it would seem only proper that these acts should be amended to extend this privilege to the manufacturers of these two products.

## THE STORY OF A REMARKABLE TEST



Ten-inch Steam Line Insulated with Nonpareil High-Pressure Covering.

New York Rubber Co., Matteawan, N. Y.

Nonpareil Covering is more efficient than other coverings, because it is made of diatomaceous earth, combined with asbestos. Diatomaceous earth is practically pure silica, being composed of the skeletons of tiny plants that flourished in the sea ages ago. There are billions of them to the cubic inch; each is hollow and filled with air. As the efficiency of any covering as a non-conductor is gauged by the amount of "dead air" it contains, it can readily be seen why Nonpareil Covering transmits less heat than others. It contains more dead air. Write for Catalogue S-7, which tells all about it.

Picture to yourself first a 10-inch high pressure steam line about 350 feet long, 198 feet out-doors. The engineer who designed the plant for the New York Rubber Company, Matteawan, N. Y., specified that this pipe should be insulated so efficiently that with a temperature of 65° inside the building, and 0° outside, the condensation per hour should not exceed .17 pounds per square foot of interior surface of the pipe. No other manufacturer would make this guarantee. We did, and got the order for

### Nonpareil High Pressure Covering for Steam Lines and Boilers

After the plant was finished, a test was run to determine the exact amount of condensation per square foot per hour on the interior pipe surface. The test was made with the aid of a new steam trap in the most careful way. Readings were taken every ten minutes for 4½ hours while the plant was in actual operation, on February 6th, 1912. The results showed that the Nonpareil Covering more than fulfilled the conditions of the guarantee, the condensation actually amounting to only .1361 pounds per square foot of pipe surface.

If you want steam covering of known efficiency—specify Nonpareil High Pressure. Let us figure on your next order.

## Armstrong Cork Company Insulation Department

1407 Union Bank Building

Branches in All the Large Cities

Pittsburgh, Pa.



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

### Liquidation Continues—Hog Movement Liberal—Hog Prices Lower—Distribution Disappointing—Export Demand Quiet.

The decline in product values during the past week has been very steady. The decline in pork from the high level of the early part of the month has been a little over a dollar a barrel. Lard has declined about half a cent a pound, and ribs approximately the same. This decline in product has represented the trade feeling as to the influence of the larger movement of hogs, and belief that the larger movement will mean lower prices later.

Premiums on nearby positions continued up to this week, although on Wednesday the premiums all disappeared on the January contracts compared with the May, and low levels were made for the decline. The pressure on the cash and nearby was indicative of the change of feeling regarding the probable supplies for the winter. A little earlier in the season the near positions were all at a premium, representing the idea of a larger movement of hogs later.

The movement of hogs this month has been unexpectedly heavy. Receipts the past week were somewhat less than the preceding week, but still in excess of last year. The movement for the current week has been more moderate than the receipts of either last week or the preceding week, and show a falling off compared with the corresponding days a year ago. Considerable difference of opinion prevails as to the supplies of hogs likely to be brought to market during the winter. There seems to be

fairly good reason for the belief that the supply will be less than last year, if any dependence is to be placed upon the Government statistics.

The average weight of the hogs being received continues good. For the past week the weight was nine pounds more than for the corresponding time a year ago, and practically equal to the weight of two years ago. The quality is fairly good. There are some complaints as to the question of disease, although these complaints are not very numerous.

The semi-monthly statement of stocks of product at Chicago was issued during the week, and the total supply of pork showed a decrease of about 1,000 bbls. since Dec. 1; lard decreased less than 1,000 tcs., and the supply of ribs and extra sizes increased moderately. The total stock is considerably less than a year ago. The comparative figures for Dec. 16, Dec. 1 and Dec. 15, last year, follow:

	Dec. 16, 1912	Dec. 1, 1912	Dec. 15, 1911
Mess Pork, bbls.....	19,386	20,217	24,092
Lard, contract, tcs....	16,711	17,341	39,613
Short Rib Sides, lbs.,	1,261,228	650,029	9,529,680
Extra S. C. Sides, lbs.	3,408,412	2,004,645	6,840,570

The Government final report for the year on the grain crops was issued Monday of this week, and as expected, showed enormous crops. There was a slight reduction in the total of corn. Other crops were about the same, wheat showing a little increase. A comparison of the prices of feedstuffs crops is an interesting one. The average price of corn throughout the country on Dec. 1 was given at 48.7c. per bu., compared with 61.8c. last year; oats 31.9c., against 45c.; barley 50.5c., against 86.9c;

potatoes 50.5c., against 79.9c., and hay \$11.79 per ton, against \$14.29.

These figures are extremely interesting, in the showing and what they represent in the economy of animal fat and meat production. The question of feeding costs is materially less than last year, and this factor is bound to have a marked effect, sooner or later. The average price of hogs is now about \$1.25 per 100 lbs. more than last year, but is half a cent a pound lower than two years ago, and a cent a pound lower than three years ago. With the low prices for feed stuffs, there would seem to be a reasonable basis for expecting, within a year, a considerable increase in the number of hogs, and this increase will be felt in the marketing, and possibly in the price.

The export demand for product continues to be affected by the price. Exports of meats for the past six weeks have decreased about 2,000,000 lbs. per week compared with last year, and the exports of lard have decreased nearly 2½ million lbs. per week. The shipments of lard for the past week were heavy, however, amounting to a little over 13,000,000 lbs.

Prevailing prices for contracts compared with the market in previous years are quite interesting. The price of May pork this week has been around \$18 per bbl.; last year the highest price during the month of December was \$16.60, in 1910 it was \$19.10, in 1909 it was \$22.25. May lard has been selling around 9.75 to 10c. per lb.; last year the high price during the month of December was 9.52c.; two years ago 10.45c., and three years ago 12.17½c. Prices on ribs also make an interesting showing; recently the price has been slightly below 9½c.; last year the high price

## Mineral Base

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The immense packing plants of Armour and Company use only the Armour brand of Ammonia—the same quality we offer you with our guarantee that it is absolutely pure and dry—free from all foreign substances and non-condensable gases. We test every drum before shipping. We send it to you subject to your test before using.

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*Armour's  
Anhydrous  
Ammonia*

in December was 8.77½¢; two years ago 10.05¢, and three years ago 11.65¢.

Packing of hogs for week was 740,000, against 740,000 the previous week, and 750,000 last year; indicated total since Nov. 1, 4,175,000, against 4,680,000 last year.

LARD.—Prices have weakened again and the market is at the lowest prices for the winter so far. Demand is quiet at the decline. Exports recently have shown a better volume. City steam, \$10; Middle West, \$10.10@10.20; Western, \$10.40; refined Continent, \$10.80; South American, \$11.70; Brazil, kegs, \$12.70; compound lard, 7½¢@8¢.

PORK.—Prices have weakened with the West, while trade is very quiet. Mess is quoted at \$19@19.50; clear, \$22@24.50; family, \$22.50@23.

BEEF.—The market is very firm at the extreme prices. Supplies are extremely limited but demand is also small. Quoted: Family, \$24@25; mess, \$20@21; packet, \$22@23; extra India mess, \$40@41.

#### SEE PAGE 30 FOR FRIDAY'S MARKETS.

#### EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, December 18, 1912:

BEEF.—Antwerp, Belgium, 30 bbls.; Bridgetown, W. I., 70 bbls.; Bergen, Norway, 25 bbls.; Colon, Panama, 5 bbls.; Christiania, Norway, 86 tes., 181 bbls.; Cayenne, French Guiana, 267 bbls.; Copenhagen, Denmark, 85 bbls.; Cardiff, Wales, 30 tes.; Christiansand, Norway, 25 bbls.; Demerara, British Guiana, 107 bbls.; Dominica, W. I., 25 bbls.; Georgetown, British Guiana, 50 bbls.; Hamburg, Germany, 200 bbls.; Hamilton, W. I., 46 bbls.; Kingston, W. I., 66½ bbls., 14 tes.; La Guaira, Venezuela, 3 bbls.; Liverpool, England, 150 tes.; London, England, 35 bbls.; Martinique, W. I., 6 bbls.; Nuevitas, Cuba, 8½ bbls.; Paramaribo, Dutch Guiana, 154 bbls., 3 tes.; Port Limon, C. R., 5 tes.; Port au Prince, W. I., 111 bbls., 3 tes.; Port Antonio, W. I., 4 tes.; Rotterdam, Holland, 25 bbls.; St. Johns, N. F., 83 bbls.; St. Thomas, W. I., 16 bbls.; San Domingo, S. D., 16 bbls.; Trinidad, W. I., 44 bbls., 10 tes.; Turks Island, W. I., 5 bbls.

FRESH MEAT.—Colon, Panama, 146,899 lbs.; Hamilton, W. I., 32,155 lbs.

OLEO OIL.—Antwerp, Belgium, 25 tes.; Christiania, Norway, 200 tes.; Genoa, Italy, 125 tes.; Hamburg, Germany, 25 tes.; Liverpool, England, 75 tes.; Stavanger, Norway, 50 tes. Baltimore to Rotterdam, 85 tes.

OLEOMARGARINE.—Curacao, Leeward Islands, 2,402 lbs.; Colon, Panama, 9,344 lbs.; Demerara, British Guiana, 1,500 lbs.; Dominica, W. I., 22,080 lbs.; Hamilton, W. I., 2,090 lbs.; Havana, Cuba, 3,948 lbs.; Kingston, W. I., 11,000 lbs.; Martinique, W. I., 1,350 lbs.; Port au Prince, W. I., 4,000 lbs.; Port Antonio, W. I., 1,000 lbs.; Rotterdam, Holland, 1,115 lbs.; San Domingo, S. D., 6,372 lbs.; St. Thomas, W. I., 4,684 lbs.

TALLOW.—Callao, Peru, 4,018 lbs.; Dominica, W. I., 1,663 lbs.; Guayaquil, Ecuador, 2,440 lbs.; Havana, Cuba, 2,219 lbs.; London, England, 42,675 lbs.; Rotterdam, Holland, 69,226 lbs.

TONGUE.—Hamburg, Germany, 83 pa.; London, England, 10 pa.; Stockholm, Sweden, 10 pa.; Trinidad, W. I., 4 bbls.

CANNED MEAT.—Amsterdam, Holland, 200 cs.; Bridgetown, W. I., 55 pa.; Bordeaux, France, 135 pa.; Batavia, Java, 30 cs.; Cape Town, Africa, 172 pa.; Cardiff, Wales, 50 cs.; Curacao, Leeward Islands, 3,519 lbs.; Cayenne, French Guiana, 122 cs.; Ciudad Bolivar, Venezuela, 45 cs.; Colon, Panama, 178 cs.; Colombo, Ceylon, 30 cs.; Dominica, W. I., 64 pa.; Duala, 95 cs.; Genoa, Italy, 110 cs.; Georgetown, British Guiana, 175 cs.; Hull, England, 125 pa., 155 cs.; Hamburg, Germany, 50 cs.; Hamilton, W. I., 25 cs.; Havre, France, 645 cs.; Havana, Cuba, 71 pa.; La Guaira, Venezuela, 55 pa.; London, England, 4,686 lbs.; Newcastle, England, 137 cs.; Nuevitas, Cuba, 347 cs.; Port Antonio, W. I., 50 cs.; Paramaribo, Dutch Guiana, 73 pa.; St. Thomas, W. I., 58 cs.; Soerabaya, 569 cs.; San Domingo, S. D., 33 cs.; Trinidad, W. I., 369 cs.; Vera Cruz, Mexico, 28 cs.

#### CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Dec. 11.—Latest market quotations on chemicals and soapmakers' supplies are as follows: 74 per cent. caustic soda, \$1.65 @1.70 basis 60 per cent.; 76 per cent. caustic

soda, \$1.65@1.70 basis 60 per cent.; 60 per cent. caustic soda, \$1.90 per 100 lbs.; 98 per cent. powdered caustic soda in bbls., 2½¢@2¾¢. per lb.; 58 per cent. soda ash, 85¢@90¢. basis 48 per cent.; 48 per cent. carbonate soda ash, \$1 per 100 lbs.; talc, 1¼¢@1½¢. per lb.; silic, \$15@20 per ton of 2,000 lbs.; marble flour, \$7.50 per ton of 2,000 lbs.; silicate soda, 90¢. per 100 lbs.; borax, 4¾¢. per lb.; chloride of lime in casks, \$1.50 per 100 lbs., and in bbls. 2c. per lb.; carbonate of potash, 4¢@4½¢. per lb.; electrolytic caustic potash, 90¢@92¢. per cent., 4¾¢@5¢. per lb.

Genuine Lagos palm oil in casks, 7¼¢@7½¢. per lb.; clarified palm oil in bbls., 7½¢. per lb.; prime red palm oil in casks, 6¾¢@7¢. per lb.; prime palm kernel oil in casks about 1,200 lbs., 9c. per lb.; green olive oil, 78c. per gal.; yellow olive oil, 87½¢@90¢. per gal.; green olive oil foots, 7½¢@7¾¢. per lb.; peanut oil, 65¢@75¢. per gal.; Ceylon coconut oil, 9¼¢@9½¢. per lb.; Cochiti coconut oil, 10½¢@10¾¢. per lb.; cottonseed oil, 6½¢@6¾¢. per lb.; corn oil, 5.85¢@6c. per lb.; Soya bean oil, 6¢@6½¢. per lb.

Prime city tallow, 6¼¢. per lb.; oleo stearine, 10½¢@11c. per lb.; house grease, 5½¢@6c. per lb.; brown grease, 5½¢@5¾¢. per lb.; yellow packer's grease, 6¢@6¼¢. per lb.

#### EXPORTS OF PROVISIONS

Exports of hog products for the week ending December 14, 1912, with comparative tables:

To—	PORK, BBLs.		From Nov. 1, '12, to Dec. 14, 1912.
	Week ending Dec. 14, 1912.	Week ending Dec. 12, 1911.	
United Kingdom..	325	294	2,129
Continent .....	84	487	1,300
So. & Cen. Am....	310	737	2,438
West Indies .....	1,168	1,068	7,035
Br. No. Am. Col..	635	749	2,404
Other countries ..	.....	.....	7
Total .....	2,514	3,335	15,313

MEATS, LBS.		
United Kingdom ..	4,235,450	6,398,810
Continent .....	903,250	1,015,650
So. & Cen. Am....	121,475	113,775
West Indies .....	364,750	508,950
Br. No. Am. Col..	.....	5,175
Other countries ..	.....	962,400
Total .....	5,734,925	8,042,360

LARD, LBS.		
United Kingdom ..	5,483,425	8,720,676
Continent .....	4,685,675	4,701,175
So. & Cen. Am....	622,550	658,500
West Indies .....	2,179,900	1,251,800
Br. No. Am. Col..	5,149	19,960
Other countries ..	135,350	29,900
Total .....	13,122,049	15,473,011

RECAPITULATION OF THE WEEK'S EXPORTS.		
	Pork, bbls.	Meats, lbs.
New York .....	1,624	2,858,375
Boston .....	10	557,550
Philadelphia .....	30	141,000
Baltimore .....	.....	279,500
New Orleans .....	800	260,000
Galveston .....	.....	7,000
Portland, Me. ....	50	1,382,000
Mobile .....	.....	100,000
St. John, N. B....	.....	429,000
Total .....	2,514	5,734,925

Previous week .....	3,674	6,710,600
Two weeks ago .....	1,096	5,920,150
Cor. week last y'r ..	3,335	8,042,360
Total .....	13,122,049	15,473,011

COMPARATIVE SUMMARY OF EXPORTS.		
	From Nov. 1, '12, to Dec. 14, '12.	Same time last year.
Pork, lbs. ....	3,062,600	3,057,200 Inc. 5,400
Meats, lbs. ....	33,689,125	45,435,190 Dec. 11,746,065
Lard, lbs. ....	57,128,377	71,824,504 Dec. 14,686,127

#### OCEAN FREIGHTS.

	Liverpool.	Glasgow.	Hamburg.
	Per Ton.	Per 100 lbs.	Per 100 lbs.
Beef, per tierce .....	17/6	22/6	@32c.
Oil Cnke .....	17/6	22/6	@32c.
Bacon .....	17/6	22/6	@32c.
Lard, tierces .....	17/6	22/6	@32c.
Cheese .....	25/	30/	@50c.
Canned meats .....	17/6	22/6	@32c.
Butter .....	30/	30/	@50c.
Tallow .....	17/6	22/6	@32c.
Pork, per barrel .....	17/6	22/6	@32c.

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LIVE STOCK AGENTS, National Stock Yards, Ill

All applicants for market reports will receive our personal attention. Any time we can serve you command us.

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Thursday, December 12, 1912, as shown by Williams & Terhune's report, are as follows:

Steamer and Destination.	Oil		Bacon and		Tallow.	Beef.	Pork.	Lard.
	Cake.	Cottonseed.	Butter.	Hams.				
	Bags.	Bbls.	Pkgs.	Boxes.	Pkgs.	Pkgs.	Bbls.	Tcs. and Pkgs.
Cedric, Liverpool .....	826	700	.....	1853	.....	90	100	503 3039
Carmania, Liverpool .....	.....	166	.....	753	.....	47	.....	445 1835
Minnewaska, London .....	.....	.....	.....	30	.....	10	20	370 9585
New York, Southampton .....	.....	.....	.....	570	.....	.....	.....	75 1450
Kansas City, Bristol .....	.....	25	.....	10	.....	30	.....	2925
Chicago City, Bristol .....	.....	25	.....	10	.....	70	.....	1850
Cameronia, Glasgow .....	.....	.....	.....	777	.....	30	50	75 75
President Grant, Hamburg .....	1650	710	.....	112	.....	125	25	1320 1915
Kaiserin Aug. Victoria, Hamburg .....	.....	650	.....	67	.....	.....	.....	810 1650
Nieuw Amsterdam, Rotterdam .....	12585	2433	.....	141	.....	15	.....	1407 2700
Zeeland, Antwerp .....	4311	250	.....	368	.....	.....	84	961 6395
Koenigin Luise, Bremen .....	.....	.....	.....	110	.....	35	.....	750
United States, Baltic .....	.....	636	.....	300	.....	50	.....	80 860
Sant' Anna, Marseilles .....	448	.....	.....	50	.....	.....	.....	300
Kais. Fr. Joseph I, Mediteranean .....	.....	1793	.....	.....	.....	.....	75	300
Duca d'Aosta, Mediteranean .....	.....	.....	.....	95	.....	.....	.....	50
Utonia, Mediteranean .....	.....	1000	.....	30	.....	.....	50	100
Koenig Albert, Mediteranean .....	.....	3535	.....	125	.....	.....	20	350
Cincinnati, Mediteranean .....	.....	900	.....	150	.....	.....	10	200
San Guglielmo, Mediteranean .....	.....	250	.....	.....	.....	.....	.....	.....
Total .....	19820	13,073	.....	5551	.....	507	279	8051 34479

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PLACE YOUR OFFERINGS BEFORE US

# TALLOW, STEARINE, GREASE and SOAP,

## WEEKLY REVIEW

**TALLOW.**—Interests in close touch with the situation assert that a slightly more bearish feeling is pervading the trade, even though holders are loath to make concessions of note. It is apparent, however, that there is a fair inquiry at prices slightly lower than those prevailing, and it is not believed that stocks in consumers' hands are burdensome as their policy has been to buy only immediate requirements from time to time.

According to most advices, production at the West is increasing. Locally there is less heard of this, although the assumption is that the tendency has been to increase the available supplies. This belief seems to have given buyers a slight advantage, but most authorities agree that an accumulated inquiry is awaiting any appreciable enlargement of stocks.

The better grades of tallow are still relatively steady, and are more easily disposed of than other descriptions. The liberal supplies of the low grades have not been reduced materially. This is partly in reflection of smaller export business doing. Europe has not taken her share of our cheaper tallow. There are some predictions that with a more settled financial position abroad, and with slightly easier freight rates, shipments will increase. The London auction sale this week was devoid of feature. There were 1,086 casks offered for sale, of which 690 were taken, at unchanged quotations.

Prime city tallow was quoted at 6½c.; city specials, 7c., and country, as to quality, at 6¾c. @ 7½c. in tcs.

**OLEO STEARINE.**—The weakness in this market has been due to moderate offerings, but also to an important extent to the indisposition of consumers to take on supplies. There were fair sales during the week, on a declining scale of prices, with 9½c. quoted at the close. Compounds are not taking very much.

### SEE PAGE 39 FOR FRIDAY'S MARKETS.

**OLEO OIL.**—The market shows a better tone for spot goods, but forward shipments are quiet and demand is of a limited volume ahead and at lower prices.

**GREASE.**—Trade is quiet, with the market showing very little change. Low grades are slow and demand is limited. Quotations: Yellow, 5½c. @ 5¾c.; bone, 5½c. @ 5¾c.; house, 5½c. @ 5¾c.; "B" and "A" white, 7c. @ 7½c.

**COCOANUT OIL.**—The market is quiet but firm. Demand abroad appears to be well maintained for edible purposes so that there is no pressure of supplies on the market. Quotations: Cochin, 10¼c.; December-January arrival, 10¼c. @ 10½c.; Ceylon, 9¼c. @ 9½c.; December-January shipments, 9c. @ 9½c.

**CORN OIL.**—The market has improved this week with a somewhat better demand and prices have been advanced. Prices are quoted at \$5.80 @ 5.85 in car lots.

**SOYA BEAN OIL.**—Trade is dull, with the tone heavy on the slow demand, due to the low prices for linseed. Spot is quoted at 6c. @ 6¼c.; while shipment oil is 5¾c. @ 5¾c.

**PALM OIL.**—The market is dull and about steady. The trade is buying very cautiously and there is disposition to wait until after Jan. 1. Low prices for competing oils checks demand. Prime red spot, 6½c. @ 6¾c.; do. to arrive, 6¾c. @ 6½c.; Lagos, spot, 7¼c. @ 7½c.; to arrive, 7c. @ 7½c.; palm kernel, 9c.; shipment, 8½c.

**NEATSFOOT OIL.**—The market is quiet but steady, with some grades showing scarcity of supplies. Quotations: For 20 cold test, \$1; 30 do., 88c.; 40 do., water white, 82c.; prime, 64c.; low grade off yellow, 60c. @ 61c.

### EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, December 18, 1912:

**BACON.**—Amsterdam, Holland, 32,360 lbs.; Abo, Russia, 37,363 lbs.; Antwerp, Belgium, 148,633 lbs.; Bergen, Norway, 11,200 lbs.; Bridgetown, W. I., 9,957 lbs.; Christiania, Norway, 37,759 lbs.; Demerara, British Guiana, 10,000 lbs.; Drontheim, Norway, 103,594 lbs.; Dominica, W. I., 5,500 lbs.; Genoa, Italy, 125,667 lbs.; Glasgow, Scotland, 161,607 lbs.; Helsingfors, Finland, 77,088 lbs.; Hull, England, 261,480 lbs.; Hango, Russia, 50,309 lbs.; Hamburg, Germany, 56,803 lbs.; Hamilton, W. I., 3,188 lbs.; Havana, Cuba, 5,326 lbs.; Kingston, W. I., 536 lbs.; La Guaira, Venezuela, 800 lbs.; Liverpool, England, 420,350 lbs.; London, England, 25,527 lbs.; Marseilles, France, 54,801 lbs.; Nuevitas, Cuba, 11,016 lbs.; Rio Janeiro, Brazil, 12,106 lbs.; Stockholm, Sweden, 108,250 lbs.; Stockton, England, 166,788 lbs.; Sunderland, England, 27,948 lbs.; Santiago, Cuba, 5,000 lbs.; Trieste, Austria, 25,630 lbs.; Trinidad, Island of, 5,114 lbs.; Tampico, Mexico, 864 lbs.; Vera Cruz, Mexico, 1,000 lbs.

**HAMS.**—Amsterdam, Holland, 5,850 lbs.; Antwerp, Belgium, 55,800 lbs.; Bridgetown, W. I., 8,400 lbs.; Cartagena, Venezuela, 864 lbs.; Curacao, Leeward Islands, 2,414 lbs.; Cayenne, French Guiana, 4,457 lbs.; Ciudad Bolivar, Venezuela, 832 lbs.; Colon, Panama, 6,361 lbs.; Dominica, W. I., 12,194 lbs.; Demerara, British Guiana, 10,311 lbs.; Glasgow, Scotland, 362,255 lbs.; Georgetown, British Guiana, 13,901 lbs.; Hamilton, W. I., 10,522 lbs.; Hull, England, 262,473 lbs.; Havana, Cuba, 10,134 lbs.; Kingston, W. I., 20,835 lbs.; La Guaira, Venezuela, 21,715 lbs.; Liverpool, England, 379,016 lbs.; London, England, 58,240 lbs.; Martinique, W. I., 7,482 lbs.; Nuevitas, Cuba, 16,361 lbs.; Naples, Italy, 5,978

lbs.; Port au Prince, W. I., 4,122 lbs.; Puerto Mexico, ———, 945 lbs.; Port Antonio, W. I., 572 lbs.; Santiago, Cuba, 14,508 lbs.; St. Thomas, W. I., 2,831 lbs.; Sunderland, England, 6,907 lbs.; Southampton, England, 37,045 lbs.; San Domingo, S. D., 6,836 lbs.; Trinidad, W. I., 55,547 lbs.; Tampico, Mexico, 716 lbs.; Vera Cruz, Mexico, 6,334 lbs.

**LARD.**—Antwerp, Belgium, 139,223 lbs.; Amsterdam, Holland, 42,154 lbs.; Aberdeen, Scotland, 44,375 lbs.; Acajutla, Honduras, 2,500 lbs.; Amapalo, Honduras, 3,000 lbs.; Bridgetown, W. I., 3,100 lbs.; Bremerhaven, Germany, 2,200 lbs.; Bergen, Norway, 13,246 lbs.; Bordeaux, France, 857,140 lbs.; Copenhagen, Denmark, 10,476 lbs.; Cardiff, Wales, 33,600 lbs.; Carupano, Venezuela, 3,500 lbs.; Cartagena, Venezuela, 30,319 lbs.; Callao, Peru, 13,000 lbs.; Cape Town, Africa, 100 lbs.; Christiania, Norway, 49,060 lbs.; Ciudad Bolivar, Venezuela, 12,508 lbs.; Cayenne, French Guiana, 18,400 lbs.; Christiansand, Norway, 2,063 lbs.; Colon, Panama, 26,282 lbs.; Curacao, Leeward Islands, 6,235 lbs.; Demerara, British Guiana, 9,870 lbs.; Drontheim, Norway, 38,000 lbs.; Dominica, W. I., 10,899 lbs.; Dantzig, Germany, 64,887 lbs.; Georgetown, British Guiana, 23,854 lbs.; Glasgow, Scotland, 236,260 lbs.; Genoa, Italy, 33,000 lbs.; Guayaquil, Ecuador, 2,877 lbs.; Hull, England, 308,830 lbs.; Hamburg, Germany, 1,296,906 lbs.; Havana, Cuba, 113,696 lbs.; Havre, France, 240,471 lbs.; Hango, Russia, 4,813 lbs.; Hamilton, W. I., 5,961 lbs.; Kingston, W. I., 8,640 lbs.; Koenigsberg, Germany, 186,000 lbs.; La Guaira, Venezuela, 48,491 lbs.; London, England, 134,300 lbs.; Liverpool, England, 954,479 lbs.; Leith, Scotland, 114,977 lbs.; Messina, Sicily, 5,000 lbs.; Martinique, W. I., 3,900 lbs.; Malta, Island of, 3,550 lbs.; Marseilles, France, 19,699 lbs.; Malino, Sweden, 30,000 lbs.; Middlesboro, England, 11,200 lbs.; Naples, Italy, 5,500 lbs.; Newcastle, England, 44,800 lbs.; Nuevitas, Cuba, 47,555 lbs.; Palermo, Sicily, 18,575 lbs.; Puerto Mexico, ———, 3,000 lbs.; Port au Prince, W. I., 93,602 lbs.; Rostock, Germany, 136,648 lbs.; Rotterdam, Holland, 1,612,399 lbs.; Riga, Russia, 29,375 lbs.; St. Johns, N. F., 40,117 lbs.; Savanilla, Colombia, 7,462 lbs.; Santiago, Cuba, 40,999 lbs.; Sekondi, Africa, 8,340 lbs.; Stettin, Germany, 1,222,839 lbs.; St. Thomas, W. I., 9,346 lbs.; Sydney, Australia, 2,607 lbs.; Southampton, England, 79,800 lbs.; San Domingo, S. D., 47,942 lbs.; Sunderland, England, 2,856 lbs.; Trinidad, W. I., 130,251 lbs.; Tampico, Mexico, 6,465 lbs.; Turks Island, W. I., 2,201 lbs.; Tumaco, Colombia, 15,832 lbs.; Vera Cruz, Mexico, 43,829 lbs.

**LARD OIL.**—Hamburg, Germany, 30 bbls.; Havre, France, 5 bbls.

**PORK.**—Antwerp, Belgium, 75 tcs., 25 bbls.; Bridgetown, W. I., 60 bbls.; Cayenne, French Guiana, 45 bbls.; Dominica, W. I., 32

# SOYA BEAN OIL

## AND ALL SOAP MATERIALS

# WELCH, HOLME & CLARK CO.

## 383 West St., New York



bbls.; Demerara, British Guiana, 50 bbls.; Hamilton, W. I., 9 bbls.; Hamburg, Germany, 60 bbls.; Halifax, N. S., 13 bbls.; Hull, England, 15 bbls.; Kingston, W. I., 23 bbls.; Liverpool, England, 75 bbls., 13 tcs.; Martinique, W. I., 16 bbls.; Newcastle, England, 20 bbls.; Paramaribo, Dutch Guiana, 134 bbls.; Port au Prince, W. I., 164½ bbls.; Port Antonio, W. I., 13 bbls.; Rotterdam, Holland, 25 bbls.; St. Johns, N. S., 281 bbls.; St. Thomas, W. I., 10 bbls.; San Domingo, S. D., 37 bbls.; Trinidad, W. I., 21 bbls., 35 tcs.; Turks Island, W. I., 5 bbls.

SAUSAGE.—Ciudad Bolivar, Venezuela, 8 pa.; Havre, France, 30 bx.; La Guaira, Venezuela, 6 pa.; London, England, 30 pa.; San Domingo, S. D., 85 cs.; Trinidad, W. I., 24 pa.

#### CHICAGO FERTILIZER MATERIALS.

(Special Letter to The National Provisioner from The Davidson Commission Co.)

Chicago, Dec. 18.—The tankage market is decidedly more active, and prices are irregularly quoted 2½¢@5c. per unit higher. Some producers now holding firmly at \$2.40 and 10c. for prompt, with 5c. higher for January, @10c. higher for February shipment, while some small lots might possibly be bought still for immediate shipment at \$2.35@2.37½ and 10c.; but all are holding firm at the advance for the future deliveries. Blood is held generally at \$2.60 per unit for prompt shipment, \$2.62½@2.65 for January; but small lots might be had at a shade less than this for immediate delivery.

Southern buyers are coming in for product very freely, as the high prices now being asked for cottonseed meal and other cottonseed ammoniates has compelled fertilizer mixers to use animal ammoniates more freely than they expected. This should work to the advantage of the producers and it seems quite probable that we will have somewhat higher prices the balance of the season.

Lower grade tankage is firmly held at \$2.30 and 10c. for prompt shipment, 5c. per month premium for futures, and offerings only in a moderate way on this basis. (Complete quotations on page 37.)

#### GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)


Chicago, December 18.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams—Green, 8@10 lbs. ave., 11½¢; 10@12 lbs. ave., 11¼¢@11½¢; 12@14 lbs. ave., 11¼¢@11½¢; 14@16 lbs. ave., 11½¢@11¾¢; 18@20 lbs. ave., 11½¢@11¾¢. Sweet pickled, 8@10 lbs. ave., 13¼¢; 10@12 lbs. ave., 13¢; 12@14 lbs. ave., 12¼¢@12½¢; 14@16 lbs. ave., 12¼¢@12½¢; 18@20 lbs. ave., 12½¢@12¾¢.

Skinny Hams—Green, 14@16 lbs. ave., 12½¢; 16@18 lbs. ave., 12½¢; 18@20 lbs. ave., 12½¢; 22@24 lbs. ave., 11¼¢@12c. Sweet pickled, 14@16 lbs. ave., 12¼¢@12½¢; 16@18 lbs. ave., 12¼¢@12½¢; 18@20 lbs. ave., 12¼¢@12½¢; 22@24 lbs. ave., 11¼¢@11½¢.


New York Shoulders—Green, 10@12 lbs. 9¼¢@9½¢. Sweet pickled, 10@12 lbs. ave., 10c.

Piekie Hams—Green, 5@6 lbs. ave., 9¼¢; 6@8 lbs. ave., 9¼¢; 8@10 lbs. ave., 9¼¢; 10@12 lbs. ave., 9@9½¢. Sweet pickled, 5@6 lbs. ave., 10¾¢; 6@8 lbs. ave., 10c.; 8@10 lbs. ave., 9¼¢@9½¢; 10@12 lbs. ave., 9¼¢.



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LOUISVILLE SALAD OIL

—

APPETIZING AND DELICIOUS.



IDEAL HAND CREAM

IDEAL COTTON OIL—15 OZ.  
SPERMACEI—3½ OZ.  
WHITE WAX—3½ OZ.  
OIL OF LAVENDER  
FLOWERS—12 DROPS  
ROSEWATER—7½ OZ.  
BLUNT TIPPED FINGERS  
ARE NEVER PRETTY.  
SO WHY NOT TRY TO  
MAKE THEM SHAPELY?  
BEGIN IT TODAY.

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LOUISVILLE, KY. U.S.A. "COTTON OIL" LOUISVILLE.

Clear Bellies—Green, 6@8 lbs. ave., 13½¢; 8@10 lbs. ave., 12¾¢; 10@12 lbs. ave., 12½¢; 12@14 lbs. ave., 12c. Sweet pickled, 6@8 lbs. ave., 13@13½¢; 8@10 lbs. ave., 12½¢@12¾¢; 10@12 lbs. ave., 12¼¢@12½¢; 12@14 lbs. ave., 12@12½¢.

#### OLEO OIL AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, December 19.—Our provision markets during the week under review have been very active, and values have constantly declined. Arrivals of hogs are increasing, and the quality is very good. Business in oleo oil during the past week has been quiet; demand is steady and is about equal to the supply. Production, however, is expected to increase after the turn of the year, and hence lower figures are anticipated. We have had a heavy business with Europe in neutral lard at constantly declining prices, especially so for future deliveries. Business in cottonseed oil with Europe has been practically nothing for some time past. The European buyers are in the market for further quantities, but have no faith in the values of the article on this side.

#### FOREIGN COMMERCIAL EXCHANGE.

New York, December 20.—Foreign commercial exchange rates were quoted today as follows:

London—			
Bankers' 60 days.....	4.8065	@ 4.8095	
Demand sterling .....	4.8545	@ 4.8550	
Paris—			
Commercial, 90 days....	5.2074	@ 5.2074 + 1-32	
Commercial, 60 days....	5.2534	@ 5.2534 + 1-32	
Commercial, sight .....	5.2114	@ 5.2114 + 1-16	
Berlin—			
Commercial, 90 days....	92¼	@ 92 13-16	
Commercial, 60 days....	93¼	@ 93 5-16	
Commercial, sight .....	94 7-16	@ 94 ½	
Antwerp—			
Commercial, 60 days....	5.2094	@ 5.2094 + 1-16	
Amsterdam—			
Commercial, 60 days....	30 11-16	@ 30 11-16 + 1-16	

#### COTTONSEED OIL EXPORTS.

Exports of cottonseed oil for November, according to preliminary government figures, aggregated 105,689 bbls., compared to 109,350 bbls. in the same month a year ago. For the eleven months of the calendar year including November the government estimate is 837,111 bbls., compared to 672,436 bbls. for a like period a year ago.

#### PRESS CLOTH AND PELLAGRA.

Chairman Jo W. Allison of the Bureau of Publicity of the Inter State Cotton Seed Crushers' Association has initiated a vigorous campaign on two points of interest to the cottonseed products industry. One is the move for an investigation of the disease known as pellagra, an investigation in which the trade is interested because of the ridiculous stories spread concerning the connection supposed to exist between the disease and the use of cottonseed oil. Dr. Wiley and other experts have pronounced this story ridiculous, but the trade is interested in the thorough disproving of such a canard, which can best be done by a government investigation of the whole subject.

The other move is in the interest of the removal of the tariff on imported camels' hair press cloth, a movement in which Chairman Allison has long been a leader, and on which he is an authority. The prospective revision of the tariff offers an excellent opportunity for the renewal of this effort to do away with an injustice suffered by the cottonseed crushers, and it will be vigorously pushed.

Want a good man? Watch page 48.

# FAT-MEN

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ANIMAL  
AND  
VEGETABLE  
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STEARINES - OILS - TALLOW - GREASE - FERTILIZER MATERIALS

# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

### Market Shows Heaviness—Crude Declines— Consuming Inquiry Limited—Sentiment More Bearish—Trade Moderate.

The deadlock in cotton oil which has existed the last several days was broken the past week and the activity was at the expense of values. Suspicion was aroused because of the selling of futures despite the many reports of a strong seed and crude situation, but it developed that there has been a gradual lowering of levels of the raw material at the South.

Whether this was induced by the pressure which was brought to bear on the future market is a matter of conjecture, although it is a fact that prices have been shaded as rapidly as those in the option market. The disparity between crude oil and prime summer yellow on the Produce Exchange has not been corrected to an important extent, but less is heard concerning the same and it also seems as though the strength which recently was noted in the seed market has been overshadowed by other influences, for the time being at least.

Declines which were registered were not drastic by any means, but were significant when considered over a stretch of several days, amounting to the equivalent of from 2 to 3c. per gallon. Rallies were frequent but short-lived, and, therefore, sentiment turned more in favor of those opposed to a rising trend of values. Near positions were relatively steady, reflecting the abnormal differences which have prevailed between seed, crude oil and futures,

but it was demonstrated that this anomaly did not inspire much buying, either from speculators or from consumers, tending rather to limit the pressure.

The situation at the South is one calling for quite a little attention and a wide divergence of views. Obviously, the decline which has taken place in futures is not consistent with the numerous reports of seed being practically unobtainable excepting at rather extravagant levels, and with the assertion that it was unprofitable for refining interests to buy the seed and obtain crude on the basis of prices asked. It is admitted that the volume of crude which was secured on recent recessions was not large, also that no inherent weakness could be discerned, but yet the amount which was to be had proved sufficient for all requirements, and gauging the supply and demand situation by the price basis, there was more offered than was actually wanted.

For some time it has been declared that crude mills were sold up to a greater extent than generally supposed. Several authorities are still disposed to take issue with such statements, but in other quarters the contention is adhered to. It would seem, however, that this view can be modified by an analysis of the situation. Seed is being held unusually firm at this season of the year despite the production of a moderately large cotton crop. Is it not reasonable to suppose, therefore, that some of the principal buyers of seed and also of crude contracted for their supplies earlier in the season on a much lower basis? This would afford

a partial explanation at least to the claims of a well sold-up position at the South and would also account to a certain extent for the indifference of refiners at times.

There was undoubtedly heavy buying of oil during the fore part of the season with this demand principally for the compound lard trade. In the meanwhile, however, the inquiry from abroad has been smaller and the demand for cottonseed oil for soap-making purposes has been materially below last season. No great change has transpired in the consuming demand of late excepting that there is some hesitation on the part of compound lard people in taking on additional supplies. This reluctance to take on supplies at present is not surprising inasmuch as pure lard values have tended distinctly downward. A hand-to-mouth policy is now being pursued by compound lard users, although the prices which they are being supplied at are still attractive when compared with the cost of animal lard.

With the recent lowering of quotations, there have been some claims of an impending betterment in the trade demand, but to date this has not been manifest. Low grade cottonseed oil is not cheap when compared with some kindred products. Correspondence from abroad has made it clear that Europe has adopted a bearish position and the export business from day to day is quiet. Although this is of moderate proportions in the aggregate, it is not on a basis approaching last year's liberal total. It remains to be seen whether or not there will be a betterment at the end of this season in

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INCORPORATED 1885



## COTTON SEED OIL

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CABLE ADDRESS  
"Refinery" Louisville, U. S. A.

contrast with an absence of trade during the three months at the conclusion of the past season.

Latest advices concerning the cotton crop would not indicate that the trade has changed ideas in regard to accepting the latest Government report for an outturn of over 13,800,000 bales of seed cotton as approximately correct. The ginning report issued at the end of the week did not furnish any additional information of note, inasmuch as the quantity yet to be ginned can be figured according to an individual position and view.

Closing prices, Saturday, December 14, 1912.—Spot, \$6.20@6.40; December, \$6.27@6.30; January, \$6.23@6.24; February, \$6.25@6.29; March, \$6.32@6.33; April, \$6.34@6.37; May, \$6.42@6.43; June, \$6.43@6.45; July, \$6.46@6.47. Futures closed at 2 to 3 decline. Sales were: January, 300, \$6.24; March, 1,000, \$6.35@6.32; May, 1,300, \$6.45@6.42; July, 1,000, \$6.47. Total sales, 3,600 bbls. Good off, \$6.02@6.15; off, \$5.95@6.00; reddish off, \$5.60@5.95; winter, \$6.40@6.90; summer, \$6.30@6.80; prime crude, S. E., \$5.27@5.34; prime crude, valley, \$5.40@5.47; prime crude, Texas, \$5.20@5.34.

Closing prices, Monday, December 16, 1912.—Spot, \$6.26@6.35; December, \$6.27@6.29; January, \$6.20@6.21; February, \$6.21@6.25; March, \$6.25@6.26; April, \$6.26@6.30; May, \$6.34@6.35; June, \$6.35@6.39; July, \$6.39@6.40. Futures closed at unchanged to 8 decline. Sales were: January, 4,500, \$6.24@6.19; March, 3,700, \$6.29@6.25; May, 8,800, \$6.41@6.35; July, 2,900, \$6.44@6.39. Total sales, 19,900 bbls. Good off, \$6@6.19; off, \$5.90@6.05; reddish off, \$5.60@5.95; winter, \$6.30@6.80; summer, \$6.20@6.80; prime crude, S. E., \$5.27@5.34.

Closing prices, Tuesday, December 17, 1912.—Spot, \$6.18@6.25; December, \$6.20@6.23; January, \$6.16@6.19; February, \$6.17@6.22; March, \$6.23@6.24; April, \$6.27@6.29; May, \$6.32@6.33; June, \$6.34@6.37; July, \$6.37@6.38. Futures closed at 1 to 7 decline. Sales were: January, 700, \$6.17@6.16; February,

200, \$6.21; March, 5,300, \$6.24@6.21; April, 800, \$6.28@6.25; May, 4,000, \$6.33@6.30; July, 1,300, \$6.38@6.35. Total sales, 12,300 bbls. Good off, \$6.01@6.13; off, \$5.95@6.05; reddish off, \$5.75@6; winter, \$6.30@6.85; summer, \$6.30@6.75; prime crude, S. E., \$5.13 nom.; prime crude valley, \$5.34 nom.; prime crude Texas, \$5.13 nom.

Closing prices, Wednesday, December 18, 1912.—Spot, \$6.10@6.30; December, \$6.15@6.22; January, \$6.16@6.18; February, \$6.17@6.20; March, \$6.21@6.22; April, \$6.23@6.26; May, \$6.30@6.31; June, \$6.31@6.33; July, \$6.34@6.35. Futures closed at unchanged to 5 decline. Sales were: January, 1,300, \$6.20@6.16; March, 4,400, \$6.23@6.21; April, 100, \$6.25; May, 5,300, \$6.33@6.30; July, 3,600, \$6.37@6.35. Total sales, 14,700 bbls. Good off, \$6@6.14; off, \$5.90@6.10; reddish off, \$5.50@5.90; winter, \$6.40@6.80; summer, \$6.20@6.80; prime crude, S. E., \$5@5.14.

Closing prices, Thursday, December 19, 1912.—Spot, \$6.20@6.50; December, \$6.25@6.30; January, \$6.20@6.23; February, \$6.22@6.25; March, \$6.24@6.26; April, \$6.25@6.30; May, \$6.34@6.35; June, \$6.35@6.40; July, \$6.39@6.40. Futures closed 2 to 10 advance. Sales were: March, 500, \$6.24@6.20; May, 2,100, \$6.33@6.30; July, 600, \$6.38@6.35. Total sales, 3,200 bbls. Good off, \$6@6.20; off, \$5.90@6.10; reddish off, \$5.65@5.95; winter, \$6.40@6.90; summer, \$6.30@6.90; prime crude, S. E., \$5.13@5.20; prime crude, valley, \$5.34 nom.; prime crude, Texas, \$5.13 nom.

SEE PAGE 39 FOR FRIDAY'S MARKETS.

### NOTICE OF DISSOLUTION

NOTICE IS HEREBY GIVEN that the firm of WALLACE & DESSAR, 82 Beaver Street, New York City, has this day been dissolved by mutual consent, all liabilities of the firm having been liquidated.

JACOB WALLACE.  
LEONARD A. DESSAR.  
New York, November 30, 1912.

### SOUTHERN MARKETS

Columbia.

(Special Wire to The National Provisioner.)

Columbia, S. C., December 19.—Crude cottonseed oil, December and January, 39c. bid. Carolina markets continue dull.

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., December 19.—Crude cottonseed oil dull at 38@38½c.; trading very light. Prime meal in good demand at \$26, f. o. b. mills. Hulls, \$9.50 Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., December 19.—Cottonseed oil market firm; prime crude, 41c. Prime 8 per cent. meal strong at \$26@26.50 per short ton. Hulls higher at \$8.50, loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., December 19.—Crude cottonseed oil decidedly easier on freer offerings; 38½c. bid, 38¾c. asked. Texas round lots offered, deferred positions, 39c., without takers. Eight per cent. prime meal steady at \$29.25, long ton, ship's side, sacked. Cake dull and unchanged. Hulls much higher \$9.50 loose, \$12.50 sacked, New Orleans.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., December 19.—Prime crude cottonseed oil market quiet at 38½c. bid, 39@40c. asked; trading very light. Choice loose cake, \$24.25@24.50 per short ton, f. o. b. Galveston.

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WILL BE PLEASED TO QUOTE PRICES ON ALL GRADES OF REFINED COTTON SEED IN BARRELS OR LOOSE IN BUYERS OR SELLERS TANK CARS, F.O.B. REFINERY  
OR DELIVERED ANYWHERE IN THIS COUNTRY OR EUROPE.**COTTON OIL CABLE MARKETS****Hamburg.**

(By Cable to The National Provisioner.)

Hamburg, December 20.—Market dull. Quotations: Choice summer white oil, 67 marks; butter oil, 66½ marks; summer yellow, 63¼ marks.

**Rotterdam.**

(By Cable to The National Provisioner.)

Rotterdam, December 20.—Market easy. Quotations: Summer yellow, 36¼ florins; choice summer white, 38½ florins, and butter oil, 38½ florins.

**Antwerp.**

(By Cable to The National Provisioner.)

Antwerp, December 20.—Market easy. Quotations: Summer yellow, 77½ francs.

**Marseilles.**

(By Cable to The National Provisioner.)

Marseilles, December 20.—Market dull. Quotations: Prime summer yellow, 79 francs; prime winter yellow, 85 francs; choice summer white oil, 82½ francs.

**Liverpool.**

(By Cable to The National Provisioner.)

Liverpool, December 20.—Market easy. Quotations: Prime summer yellow, 30¼s.; summer yellow, 30¼s.

**COTTONSEED OIL EXPORTS**

Exports of cottonseed oil reported for the week up to December 19, 1912; for the period since September 1, 1912, and for the same period last year, were as follows:

**From New York.**

Port.	For week.	Since Sept. 1, 1912.	Same period, 1911-1912.
Aarhus, Denmark	—	—	25
Aberdeen, Scotland	—	—	75
Acapulco, Salvador	6	20	129
Accra, W. Africa	—	—	10
Adelaide, Australia	—	9	—
Alexandretta, Syria	—	—	18
Alexandria, Egypt	—	—	1,461
Algoa Bay, Africa	154	154	131
Amapola, Honduras	—	—	19
Amsterdam, Holland	—	—	156
Ancona, Italy	—	—	835
Antilla, W. I.	—	14	60
Antofagasta, Chile	—	—	5
Antwerp, Belgium	—	920	2,492
Arendal, Norway	—	—	50
Arica, Chile	—	—	138
Asuncion, Paraguay	—	—	7
Auckland, N. Z.	40	40	676
Aux Cayes, Haiti	—	6	—
Azuza, W. I.	—	—	244
Bahia, Brazil	—	—	60
Bahia Blanca, A. R.	—	—	9
Barbados, W. I.	—	736	287
Belra, Africa	—	—	9
Belrut, Syria	—	—	24
Belize, Br. Honduras	8	20	—
Bergen, Norway	—	—	685
Birkenhead, England	—	—	109
Bordeaux, France	—	450	660
Bralia, Roumania	—	—	250
Bremen, Germany	—	—	700
Bristol, England	25	50	50
Buenos Aires, A. R.	—	6,662	3,033
Cairo, Egypt	—	—	14

Cape Town, Africa	—	265	631
Cardenas, Cuba	—	29	14
Cartagena, Colombia	—	78	—
Casablanca, Venezuela	—	—	60
Cayenne, French Guiana	—	353	—
Ceara, Brazil	—	441	—
Christiansburg, Norway	—	70	3,800
Cienfuegos, Cuba	—	13	14
Ciudad Bolivar, Venezuela	—	13	—
Colon, Panama	151	676	636
Constantinople, Turkey	—	200	2,260
Constanta, Roumania	—	—	75
Copenhagen, Denmark	—	3,635	3,775
Corinto, Nicaragua	—	—	42
Cork, Ireland	—	—	200
Cristobal, Panama	—	—	30
Cucuta, Colombia	—	—	3
Curacao, Leeward Islands	—	56	49
Dedagatch, Turkey	—	—	715
Delagoa Bay, Africa	—	—	110
Demerara, Br. Guiana	—	763	1,113
Dominica, W. I.	—	492	38
Dublin, Ireland	—	—	1,700
Dunkirk, France	—	300	—
Flume, Austria	—	—	300
Frederickshald, Norway	—	—	85
Fremantle, Australia	—	47	—
Galatz, Roumania	—	—	2,575
Gallipoli, Turkey	—	—	150
Genoa, Italy	—	16,722	10,066
Gibraltar, Spain	—	—	50
Glasgow, Scotland	350	2,075	3,039
Gothenberg, Sweden	—	—	1,175
Grenada, W. I.	—	176	60
Guadeloupe, W. I.	—	4,255	1,940
Hamburg, Germany	650	749	179
Havana, Cuba	83	4,828	4,828
Havre, France	600	5,804	2
Hong Kong, China	—	—	25
Horsens, Denmark	—	—	350
Hull, England	45	736	350
Iquique, Chile	72	72	72
Kingston, W. I.	285	988	1,176
Kobe, Japan	—	—	8
Koenigsberg, Germany	—	—	85
Kustendji, Roumania	—	—	975
La Libertad, Salvador	—	—	4
La Union Salvador	—	43	—
Leghorn, Italy	—	—	2,139
Leipzig, Germany	—	—	38
Liverpool, England	1,050	5,288	11,435
London, England	330	7,524	3,459
Macoris, S. D.	205	361	421
Malmo, Sweden	—	—	50
Malta, Island of	—	—	545
Manchester, England	—	1,890	2,740
Manacabo, Venezuela	—	—	9
Marseilles, France	2,600	13,714	6,102
Martinique, W. I.	202	652	1,284
Matanzas, W. I.	—	5	30
Melbourne, Australia	—	64	—
Mersina, Turkey	—	—	71
Monte Cristi, S. D.	94	561	43
Montego Bay, W. I.	—	—	87
Montevideo, Uruguay	—	—	828
Moyaguez	—	—	25
Naples, Italy	—	1,174	1,638
Newcastle, England	—	—	150
Nuevitas, Cuba	5	103	—
Oran, Algeria	—	—	175
Paderma, Asia	—	—	250
Para, Brazil	—	—	38
Patras, Greece	—	3,109	10
Piraeus, Greece	—	—	3
Plantania	—	—	47
Port Antonio, W. I.	—	47	92
Port au Prince, W. I.	—	17	59
Port Barrios, C. A.	—	—	14
Port Limon, C. R.	—	13	149
Port Said, Egypt	—	—	148
Progreso, Mexico	—	—	32
Puerto Plata, S. D.	—	—	17
Punta Arenas, C. R.	—	—	239
Ravenna, Italy	—	—	480
Rio Janeiro, Brazil	—	—	350
Rodosta, A. R.	—	261	700
Rotterdam, Holland	2,150	22,585	13,505
St. Johns, N. F.	—	21	49
St. Kitts, W. I.	—	165	106
St. Thomas, W. I.	—	—	9
Salonica, Turkey	—	—	1,555
Sanchez, S. D.	—	113	—
San Domingo, S. D.	—	—	188
San Juan, P. R.	—	5	89
Santiago, Cuba	—	54	973
Santos, Brazil	—	1,030	849

Total 9,721 135,586 128,696

**From New Orleans.**

Antwerp, Belgium	—	300	3,490
Belfast, Ireland	—	100	95
Bremen, Germany	—	80	345
Bristol, England	—	—	50
Buenos Aires, A. R.	—	425	—
Christiania, Norway	2,615	3,515	3,360
Colon, Panama	—	40	—
Copenhagen, Denmark	—	—	375
Genoa, Italy	—	50	324
Glasgow, Scotland	—	—	350
Gothenberg, Sweden	550	550	50
Hamburg, Germany	—	2,140	4,219
Havana, Cuba	255	1,568	534
Havre, France	—	300	1,025
Kingston, W. I.	—	85	—
Liverpool, England	—	800	6,175
London, England	—	250	8,866
Manchester, England	—	1,175	721
Marseilles, France	—	1,000	900
Port Limon, C. R.	—	—	60
Progreso, Mexico	—	615	—
Rotterdam, Holland	4,416	13,500	47,517
Stavanger, Norway	—	135	—
Tampico, Mexico	—	—	130
Vera Cruz, Mexico	100	699	350

Total 7,936 27,480 79,541

**From Baltimore.**

Antwerp, Belgium	—	—	500
Bremerhaven, Germany	—	—	120
Christiania, Norway	—	300	—
Constantinople, Turkey	—	—	322
Gothenberg, Sweden	—	200	—
Hamburg, Germany	—	500	1,143
Havre, France	700	2,065	—
Liverpool, England	—	300	150
London, England	—	—	55
Malta, Island of	—	25	—
Rotterdam, Holland	—	—	250

Total 700 3,440 2,540

**From Philadelphia.**

Hamburg, Germany	198	273	180
London, England	—	250	—
Liverpool, England	244	244	—

Total 442 767 180

**From Savannah.**

Antwerp, Belgium	—	—	806
Bremen, Germany	—	—	102
Hamburg, Germany	—	—	3,314
Havre, France	—	—	2,958
Liverpool, England	—	—	7,037
London, England	—	—	537
Rotterdam, Holland	3,121	6,464	12,217

Total 3,121 6,464 26,980

**From Newport News.**

Hamburg, Germany	500	500	1,375
Liverpool, England	—	—	1,100
Rotterdam, Holland	—	—	4,265

Total 500 500 6,740

## From All Other Ports.

Canada .....	—	—	118
Liverpool, England .....	—	—	2,390
Mexico (including overland) ..	1,293	16,401	16,957
Total .....	1,293	16,401	19,474

## Recapitulation.

From New York .....	9,721	135,586	128,606
From New Orleans .....	7,936	27,480	79,541
From Galveston .....	—	550	2,460
From Baltimore .....	700	3,440	2,540
From Philadelphia .....	442	767	186
From Savannah .....	3,121	6,464	26,980
From Newport News .....	500	500	6,740
From Norfolk .....	—	2,125	16,541
From all other ports .....	1,293	16,401	19,474
Total .....	23,713	193,313	283,152

## COTTONSEED OIL TRADING RULES.

The cottonseed oil trade on the New York Produce Exchange is again amending its trading rules to correct defects and abuses which have developed since the rules were last gone over. At a meeting recently held proposed amendments were considered, and are now awaiting adoption and ratification by the Board of Managers of the Exchange.

A proposed amendment concerning the regulation of trading on the Exchange reads as follows:

Amend Rule 1, Section 2, to read as follows:

"At the first meeting of the Board of Managers after their election the President shall, subject to the approval of the Board, appoint as a Quotation and Supervising Committee on Cotton Seed Products, five members of the New York Produce Exchange who shall be known as members of the Trade in Cotton Seed Products, and shall not be members of the Committee on Cotton Seed Products.

"The Quotation and Supervising Committee shall from time to time formulate and submit to the Trade, proper rules for the regulation of trading in the ring; and shall see that calls on the Floor of the Exchange are properly held, and the quotations and sales are properly posted.

"It shall also be the duty of this Committee to decide any disputes regarding quotations on sales made in the ring, except trades made during the official calls, which latter shall be subject to the decision of the official caller of the Exchange and all such decisions shall be final.

"No public trades shall be made in Cotton Seed Oil on Floor of Exchange before 11 A. M., nor between 1 and 2 o'clock P. M., nor after the closing call of each day, and the penalty for violating this rule shall be a fine of \$25 for every hundred barrels or fraction thereof traded in, in violation of the rule, and such violation shall be deemed misconduct under Section 32 of the By-laws, and the person guilty thereof shall be liable to censure, suspension or expulsion as provided by Section 32."

Proposed amendments relating to tenders read as follows:

Amend Rule 22, Section 1, Paragraph A, to read as follows:

"On tenders of refined cottonseed oil the seller must issue a transferable notice drawn on himself by 10 o'clock A. M., except as provided for in paragraphs 'B,' 'C,' and 'D' of this section, in lots of 100 barrels, and such notice may be passed to the subsequent buyers up to 3 o'clock P. M., provided, always, that no one shall hold same over 30 minutes, including the original drawer, except, however, that on the last two tender days for each month the seller may have until 1 P. M. to issue the transferable notice. The time of delivery to each party must be specified on the notice. The transferable notice must be presented by the last receiver to the drawer between 3 and 4 o'clock P. M., on the day issued, and drawer must on presentation of said notice deliver to the last receiver a sampling order for the oil named. On all tenders on the last two tender days for each month transferable notices shall be accompanied by 'certificates of analysis' issued by the Chemists Bureau showing the oil tendered to be of the grade sold."

Amend Rule 22, Section 1, Paragraph B, to read as follows:

"On tenders on Saturday, however, the transferable notice must be started by 9:30 o'clock A. M., unless it be one of the last two tender days for the month, in which case transferable notice may be started any time up to 11 o'clock A. M., and such notice may be passed to the subsequent buyer up to 12 o'clock noon, except as hereinafter provided for, provided, always, that no one shall hold same over 15 minutes, including the original drawer. Such transferable notice must be presented by the last receiver between 12 o'clock noon and 1 o'clock P. M., and the drawer must on presentation deliver a sampling order for the oil named.

An amendment concerning margins reads as follows:

Amend Rule 25, Section 1, first paragraph, to read as follows:

"Either party to a contract prior to or upon signing same, shall have the right to call original margin of \$1.50 per barrel on Cotton

Seed oil, but where so calling shall put up a like amount himself and all original margins when specifically demanded, shall be deposited before 2 o'clock P. M. on all trades made during the morning session of that day. Without such specific demand, however, all original margins must be deposited at 11 A. M. the day following the date of contract; either party to a contract can call for margins to meet any variations in the market."

A proposed change relating to floor brokerage reads:

Amend Rule 45, first paragraph, by inserting after the word "except" in the eighth line thereof, the words "floor brokerage" and by adding thereto the following:

"Provided, however, that where it is shown and proven that the party executing an order in the ring on a 'floor brokerage' basis does not succeed in getting the party he has traded with to accept his principal's name, he shall be allowed to carry that trade himself in case he chooses to, on a 'floor brokerage' commission instead of a minimum commission as above referred to."



This KisselKar Truck of three tons capacity has made a fine record for John Hetzel of Chicago. In twenty-three days recently tabulated, it carried 290,381 pounds at a cost of \$1.26 per ton.

## Farther and Faster Delivery Builds Business

Important as is its appeal to economy, a KisselKar Truck stands for the still more important consideration of increased business through farther and faster delivery.

A KisselKar Truck will work twenty-four hours a day—the longer the better.

It will take on the task of three to five horse teams—substituting machine precision for animal lack of precision—reliability for uncertainty.

Weather conditions will not affect it—no exhaustion from heat—no ills from exposure to cold.

It solves the distance factor and enhances customer-satisfaction.

It is a token of progress—the best known advertisement of up-to-dateness.

# KISSELKAR TRUCKS

1500 lbs.-1-2-3-4-5 tons

KisselKar Trucks are the strongest, sturdiest and simplest of all trucks—the most enduring and the most economical.

Vanadium anti-fatigue steel used—the toughest and most resilient steel ever put into a truck chassis; the Kissel engine—the most responsive and powerful of motors; lock on differential locking both rear wheels together when traction is needed to pull one wheel out of a bad place; four speeds; lighter fuel consumption; easiest control; bodies built specially for any business.

A perfect service organization clinches KisselKar supremacy. Factory-trained experts in KisselKar construction—with a complete stock of replacements—are ready night and day in all principal cities to relieve owners of mechanical care.

SEND FOR FREE TRUCK PORTFOLIO.

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BRANCHES: New York, Minneapolis, Chicago, Milwaukee, Los Angeles, Dallas, Boston, St. Paul, Kansas City

**KisselKar Service Stations**  
and Agencies at over 200 leading  
points throughout United States

# HIDES AND SKINS

(DAILY HIDE AND LEATHER MARKET)

## Chicago.

**PACKER HIDES.**—Still nominal, dull and practically unquotable. Buyers claim that the market for any late November salting is fully  $\frac{1}{4}$ c. off, and early Decembers  $\frac{1}{2}$ c. lower than during the first week this month, but the situation may be even weaker for all that can be learned on the present inactive market. Holiday season, combined with tight money, has slowed up business in a good many lines, both this and last week. The packers are still predicting a good business for both leather and hides after the middle of January. The receipts of native cattle are increasing at Chicago, and that class of cattle are selling at about 50@75c. per 100 lbs. decline from top prices of last month. There is the usual large slaughter of native cows, and St. Louis is showing a large increase since September 1, as compared with last year. In the absence of sales it continues impossible to quote market prices, and one of the large buyers says there is no market at present. Some parties expect that the large tanner will make some offers during the next two or three weeks with a view of testing the market. The leather situation continues stronger than hides, chiefly because leather was never advanced as much as raw material. Native steers are nominal, weak, dull and unchanged. The weakness in New York kosher spreadies is depressing Western December regular natives despite the fact that New York regular November-December natives are well sold up. The quotation is nominal around 19c., with  $19\frac{1}{2}$ c. unobtainable. Texas steers continue strictly nominal. It develops four cars of November-December heavies sold at  $17\frac{1}{2}$ c., but this was early in the month, and not previously given out for fear of weakening the market too much at that time. This sale means little except that the price is  $\frac{1}{4}$ c. under the rate previously obtained. Lights and extremes were last quoted  $17\frac{1}{2}$ c. and  $17\frac{1}{4}$ c., but these values are so strictly nominal that they express no idea of the market. Butt brands,  $17\frac{1}{2}$ c.; Colorados,  $17\frac{1}{2}$ c.; branded cows,  $17\frac{1}{2}$ c., all strictly nominal, with no sales. Native cows are entirely neglected, with accumulations, particularly of lights, and any attempt at quoting the market is purely guess work in the absence of any inquiry, bids or business. Buyers would not pay 17c. today for all weights, and last nominal asking figures talked by packers were  $17\frac{1}{4}$ @ $17\frac{1}{2}$ c. for heavies and 17c. for lights. Native bulls are without new features, keeping nominal at  $15\frac{1}{2}$ c. and branded bulls  $13$ @ $13\frac{1}{2}$ c.

Later.—Inactive and nominal. One "tanning packer" claims to have declined a bid of 17c. for his November heavy native cows. The "tanning packers" are trying to keep the market as level as possible.

**COUNTRY HIDES.**—Continued weakness prevails with nothing particularly new. It is said that the local tanners are taking from 3,000@5,000 hides weekly from the Chicago dealers and using some foreign hides. The dealers claim that they have refused bids of 15c. for some October-November buffs available, as they will not sell at a loss for these good hides. Both the tanners and dealers are working together for lower prices at outside points, especially on December salting. Some of the smaller outside dealers would now likely accept  $14\frac{1}{2}$ c. for car lots of

25-lb. and up, including small butcher and farmer hides, and further trading is noted in Western 45-lb. and up at  $14\frac{1}{2}$ c., with a later sale of one car at this; these sales being selected, Chicago freight. The larger dealers in the West claim they have generally sold all they can deliver this month. Buffs continue nominal at  $14\frac{1}{2}$ c. up to 15c.; the outside price still talked by holders, but above the present nominal market except possibly for special local purchases or earlier hides. The receipts are not large, as the dealers are buying slow at outside points. Heavy cows remain in the same nominal position as buff, and generally sell along with them. Heavy steers, in the absence of sales, are entirely nominal from 15c. up to 16c. talked. Bulls last sold at  $12\frac{1}{2}$ c., and continue quotable at that, although up to  $12\frac{3}{4}$ c. is asked. Branded hides are entirely nominal and weaker, with no late sales noted.

Later.—Market nominal. Dealers quote buff at 15c., and extremes at 16c. for current receipts, while buyers claim the market is at least  $\frac{1}{2}$ c. under these prices, and they are figuring on buff reaching 14c. before long.

**CALFSKINS.**—Weak and nominal. Chicago cities nominal around  $18\frac{3}{4}$ c., with buyers' views less. A car of Ohio mixed cities and countries has been offered East at  $18\frac{1}{4}$ c., and outside cities are quotable somewhere around  $18\frac{1}{2}$ c. The entire market is in such a nominal position that it is very difficult to list values. Some holders of extra choice Chicago cities have been talking 20c., but this is entirely out of reason, as last sales even on a higher market than now were at  $19\frac{1}{2}$ c. Country calves have been lately ranged at  $17$ @ $18$ c., and reports of sales at  $16\frac{3}{4}$ c. are surprising even to bears on the market, and discredited unless for poor Southwest-erns, which were lately offered down to 16c. flat. Kips are unsettled, some talking weak, others steady. Poor countries have been claimed sold down to as low as  $15\frac{3}{4}$ c., but mixed outside cities and countries, being good lots, are well sold up at the former price of  $17\frac{1}{2}$ c. for December delivery, and are considered steady at 17c. asked for more.

**SHEEPSKINS.**—There has been a shade more inquiry of late, and it is believed some pullers are getting ready to make purchases, possibly before the month is out. They have been hammering the market, but have not succeeded in forcing much of a decline. Packer heavy average  $1.50$ @ $1.60$ , formerly secured for prime Novembers; average runs around  $1.40$ @ $1.45$ ; outside city packers  $1.20$ @ $1.40$ , and country ordinary pelts  $1$ @ $1.15$ .

## New York.

**DRY HIDES.**—Some rumors of late of the market on Buenos Aires hides being cleaned up appear to be correct, and it is now pretty well confirmed that several of the large houses in Buenos Aires have cleaned out their hides to Europe at  $28\frac{3}{4}$ c., basis c. & f., and it is estimated that these sales will amount to about 100,000 hides, or possibly more. This is only  $\frac{1}{4}$ c. lower than the price asked on late offerings here, and counter bids were solicited here before the sales were made to Europe, but buyers' views here were so low that no reasonable bid could be secured, and as an instance of what buyers here were talking was a bid that was made of 25c. for Buenos Aires. It is reported that German and Italian buyers were the chief operators in the Buenos Aires above. No offerings of Buenos Aires are now reported, and the shippers there will probably be stiffer in their views. This price of  $28\frac{3}{4}$ c.

represents a decline of  $3\frac{1}{4}$ c. from the top, but the only sale that could be traced at 32c. several weeks ago was one lot of 5,000. No further trading is noted in common varieties since the clearance sales given recently at the further decline of 1c. Some further arrivals include 1,202 Bogotas, etc., per the S. S. "Santa Marta," 903 Bogotas, etc., per the S. S. "T. di Giorgio," and 2,713 Mexicans per the S. S. "Matanzas" from Tampico.

**WET SALTED HIDES.**—No cables have been received on Sansinena frigorifico hides, and it is believed no sale of these was made this week. A lot of 5,000 La Blanca frigorifico steers is reported sold, according to one cable, at  $19\frac{1}{2}$ c., but little credence is placed in this, as the La Blancas are owned by American packers, and the hides may have been booked to "tanning packers' account. There is a weak market on coast Mexicans, and these in a nominal way are not quoted to day over  $14\frac{1}{2}$ c. Some brokers give quotations of  $14$ @ $14\frac{1}{2}$ c., but no sales are confirmed on which to base actual transactions. "Matanzas" brought 4,192 Mexicans.

**CITY PACKER HIDES.**—There is practically no demand for any kinds of hides, and consequently no sales are effected. The market is in entirely nominal shape all around.

**COUNTRY HIDES.**—The market continues dull, with buyers entertaining low views and no sales reported today. There was one car of Ohio buffs offered here at  $14\frac{3}{4}$ c. selected, but this lot was not sold, as buyers have an idea that they will be able to purchase Ohio and Pennsylvania buffs down to  $14\frac{1}{4}$ c. The last sale made here of Pennsylvania buffs was at  $14\frac{1}{2}$ c., but only one car was secured at that price, and most dealers are not inclined to offer their hides while the market keeps in the shape it is at present.

**CALFSKINS.**—There is an entirely nominal market on New York city skins, and no reliable prices can be quoted on these. Dealers were last asking  $1.85$ ,  $2.25$  and  $2.55$ , but buyers' views are considerably less, and it cannot be learned that any bids are being made. Last sales of small lots of country skins were at  $1.50$ ,  $1.95$  and  $2.30$  selected.

**HORSE HIDES.**—This market rules unchanged from the recent easing off from previous top rates. Buyers are not bidding over  $4.15$  for regular mixed city and country lots, and some of these running about half countries have sold here at  $4.10$ . All countries rule around  $4$ . No sales are noted of regular outside cities at over  $4.25$ , without tails, and a number of different lots of these have sold here this week at  $4.25$ . Fronts are quiet at  $3.20$ @ $3.25$ , with last sales at  $3.25$ . Butts range  $1.22\frac{1}{2}$ @ $1.28$ , with up-State lots quoted  $1.22\frac{1}{2}$ .

## AUSTRALIAN MEAT TRADE DELEGATE.

A. W. Pearse, editor of "The Pastoralists' Review," of Melbourne and Sydney, Australia, has been appointed by the Associated Meat companies of New Zealand and the principal meat works of Queensland, New South Wales and Victoria, to act as their delegate at the Third Refrigeration Congress, to be held in Chicago next September. Mr. Pearse will read a paper on the capacity of the Australian meat work and the available stock which can be exported.

**We Buy Tallow, Grease, Bones, Hoofs, Fertilizer, Cracklings, etc.**  
Our Specialty: Horns and Shin Bones

**M. K. PARKER & CO., 607-608-609 Postal Telegraph Bldg., Chicago, U.S.A.**



# Chicago Section

Merry Christmas!

Board of Trade memberships are selling at \$2,350 net to the buyer.

To buy or not to buy. To sell or not to sell. Them's the questions paramount today.

All the newspapers agree that Uncle Sam can take care of all his ex-Presidents. But will he?

"I'll hang me harp on a willow tree—When I'm darn good and ready," said W. J. B.

"There never was a drought that wasn't bust up by rain." Yes, the Hon. Billum is in Chicago some more.

Does a President or Governor have to put in office "objectionable to everybody" characters? Not much!

Judge Himes is out after the bleed of all mashers brought before him. His "feint" costs the culprit fifty and costs.

And now it appears that J. P. M. has been charged with having an Olympian personality. Now, who'd a thunk it?

There are all kinds of people worrying themselves sick about Vincent Astor and his "roll." 'Fraid he'll lose it, or something.

Pst! The aldermen are really investigating some questionable occurrences and situations. They're talking about 'em, anyhow.

J. O. says he is a working man, as was his father before him, and proud of it. Labor union walking delegates please note.

The Elgin butter board has abolished its 17-year habit of "fixing" butter prices. That a price will remain, however, is a safe bet.

There were 36,028 women arrested in Chicago for the first ten months of this year, as against 32,646 in the same period last year.

Mathematical.—"If a grocer pays 20 cents per dozen for eggs and sells them at 42 cents per dozen, what profiteth he?" Ask the egg packer.

**Packers and Provision Dealers Everywhere!**  
**Cut your Telegraph Expenses in Two!**

Use and make your correspondents use

**CROSS'S CODE**

The only real up-to-date Provision Code built by a provision man.

**A. E. CROSS** - - - **Publisher**  
140 W. Van Buren St., Chicago, Ill.

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, December 14, 1912, averaged 10.32 cents per pound.

Get yer resolution thing oiled up. The day is not far distant. The rumbling of the wagon may be heard if you put your ear to the ground.

Oh, Margarine! Oh, Margarine! Where hast thou been, Oh, Margarine? Said Margarine, "You place a bet, I'll make that yaller butter sweat!"

It is much easier to impose on the he creature than the lady. He talks, she acts. Take this egg crusade for instance, and the militant sufferin'yets, too.

Some people seem to think one W. J. B. has "bats in his tower," but they're way off. The squirrels will get a whole lot of 'em before they get to W. J. B.

Dr. Wiley's successor, Dr. Carl L. Alsberg, has outlined his "platform" already. He is going to keep up the "good" work started by Dr. Wiley, he says. Go it alone, Doc!

"Money is not everything!" bawled the Socialist orator. Old Jiggers in the back row hollered: "Not quite! But so darn near it that you've got a hellova small margin to argue on!"

John Moran, the old-time packer, is now one of Chicago's head food inspectors. Having been in the provision business some nineteen and eleven years, it is not likely that much will "get by" Papa.

R. W. Oake & Company, who have taken over Schmauss & Company's plant at Rockford, Ill., say they will commence operations on January 1, though they do not expect to exceed the speed limit as a starter.

Jim Duggan, one of the cleverest and cleanest salesmen that ever "made" the Yards, is now in charge of W. G. Press & Company's business—Board of Trade commission—at the Stock Yards, Exchange building.

Making an awful fuss over that little scrap in the White House grounds, ain't they? Teddy uster hold up cabinet meetings to pull off a "Terrible Turk" and a "Wily Jap" wrestling match right in the White House, and nuttin sed!

Now the butter bunch, also the coal gang, will please stand up and be "investigated." Do not be alarmed, fellers, it is not in any sense painful, and it may not "take." Incidentally, the packers may now get their second or third wind.

J. Bruce Ismay, of Titanic disaster notoriety, has withdrawn from the managing directorship of the White Star Line of steamers, and is living in seclusion on his York-shire, England, estate. He probably will not be lonesome, however.

Cook county now wants to collect some \$15,000,000 back taxes from some 69 Chicago millionaires. Why, certainly, several of our packers are in it. Was there ever anything they were not in when it came to some jiggers wanting to collect something?

As far as the mayor is concerned New Year's Eve will be celebrated in the usual "go as you please" and "as far as you like" style, and that means "going some" among certain entries and in certain places. Some of the acts require higher ceilings than others.

More talk about trusts and trusts and trusts and trusts and trusts and trusts and some more trusts and then some since that fateful fatal (to some) November 5 than in the past five years. Is there any doggoned business anywhere anyhow that ain't a trust?

Does not appear on the docket that the common peepul will have a whole lot of loose junk to blow in at Christmas, considering the long and tedious operation the doctor, coal man, butcher and grocer have subjected him to. And they're not anywhere near through yet!

The "streptococcus sore throat" is epidemic in Chicago, and it is as fierce as its name would imply. Yer hair, hide and muscles are sore, and yer bones ache, also yer head. Nausea and vomiting, congestion of the throat and fever are a few of the accompaniments. Beware of the streptococcus jinx!

Prosecuting Attorney Paul Little, of Fort Smith, Ark., sought to soak Armour, Swift and the National some \$365,000 for alleged violation of the Arkansas anti-trust laws, but got a set-back when the court ruled that officers, directors and employees of the above concerns cannot be forced to go there to testify.

Arthur Meeker's "Argentine Tango" dance hasn't anything on Joe Roth's "Cineischoo" dance, excepting that the former is perpetrated in double harness and the latter in single. Then again, all conditions of Joe's dance filled or complied with, it is questionable whether the "Tangos" could hold the floor or not. Joe is some stepper!

G. M. BRILL. F. A. LINDBERG. E. C. GARDNER.  
**BRILL & GARDNER**  
ENGINEERS  
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Specialties: Packing Plants Cold Storage,  
Manufacturing Plants, Power Installations,  
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PACKING HOUSE EXPERTS  
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It is a product of which we are justly proud.

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## ANHYDROUS **SUPREME** AMMONIA

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More Refrigeration—More Satisfaction—More Efficiency.

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**HIGHEST VALUE**

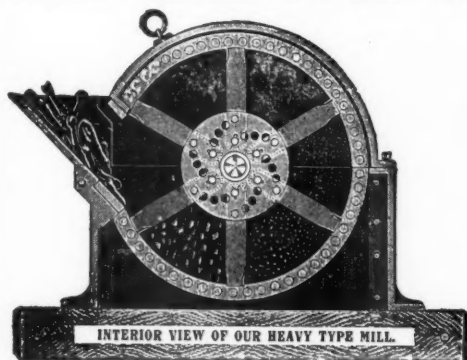
*Also Grinds Shells, Cracklings, Etc., for Poultry Food*

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WRITE FOR BULLETIN No. 9

**THE WILLIAMS PATENT CRUSHER & PULVERIZER CO.**

WORKS: 2701 No. Broadway, ST. LOUIS, MO. GENERAL SALES OFFICE: Old Colony Bldg., CHICAGO  
SAN FRANCISCO OFFICE: 347 Monadnock Bldg.



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STOCK YARDS  
30th and Race Sts.  
PHILADELPHIA

**CAR LOTS SHIPPED TO ANY PART OF THE U. S.**

We invite New York and New Jersey butchers to visit  
us. Philadelphia is only two hours from New York.

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 9.....	19,108	1,182	32,894	40,635
Tuesday, Dec. 10.....	6,751	1,447	35,032	24,237
Wednesday, Dec. 11.....	26,276	1,737	47,270	37,698
Thursday, Dec. 12.....	6,407	946	25,045	18,318
Friday, Dec. 13.....	3,442	417	20,871	17,337
Saturday, Dec. 14.....	713	27	8,237	1,893

Total last week.....	62,697	5,756	169,449	140,088
Previous week.....	75,702	7,404	187,045	157,074
Cor. week, 1911.....	72,746	7,848	166,230	149,472
Cor. week, 1910.....	72,558	6,186	160,159	127,641

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, Dec. 9.....	4,821	147	2,596	4,366
Tuesday, Dec. 10.....	2,140	84	911	6,545
Wednesday, Dec. 11.....	6,495	137	5,374	5,047
Thursday, Dec. 12.....	4,896	179	4,340	5,337
Friday, Dec. 13.....	3,039	113	3,272	3,279
Saturday, Dec. 14.....	1,043	27	1,265	238

Total last week.....	22,434	690	17,764	24,812
Previous week.....	30,913	812	12,531	27,903
Cor. week, 1911.....	26,383	1,250	31,309	20,854
Cor. week, 1910.....	35,175	953	40,579	15,994

## CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to Dec. 14, 1912.....	2,534,750	6,877,264	5,808,154
Same period, 1911.....	2,839,578	6,753,564	5,548,004

## Combined receipts of hogs at eleven points:

Week ending Dec. 14, 1912.....	662,000
Previous week.....	662,000
Year ago.....	657,000
Two years ago.....	521,000
Total year to date.....	23,547,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to Dec. 14, 1912.....	190,700	463,500	247,300
Week ago.....	188,900	494,300	263,400
Year ago.....	184,600	450,200	267,400
Two years ago.....	185,700	360,800	223,800
Totals, 1912, to date.....	7,344,000	18,063,000	12,646,000
Totals, 1911, to date.....	7,923,000	17,996,000	12,364,000

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending Dec. 14, 1912:	
Armour & Co.....	37,300
Swift & Co.....	25,000
S. & E. Co.....	21,000
Morris & Co.....	12,800
Anglo-American.....	6,200
Boyd-Lunham.....	8,000
Hammond.....	8,900
Western P. Co.....	7,100
Roberts & Oake.....	6,100
Miller & Hart.....	3,000
Independent P. Co.....	6,100
Brennan P. Co.....	4,900
Others.....	10,300
Totals.....	156,400
Previous week.....	174,300
1911.....	142,100
1910.....	123,200
Total year to date.....	5,591,100
Same period last year.....	5,528,700

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$7.90	\$7.42	\$4.35	\$7.80
Previous week.....	8.05	7.60	4.40	7.50
Cor. week, 1911.....	8.80	6.15	3.45	5.70
Cor. week, 1910.....	5.85	7.62	3.75	5.95
Cor. week, 1909.....	5.75	8.45	4.95	7.65

## CATTLE.

Good to choice steers.....	\$9.00@11.00
Fair to good steers.....	7.25@9.00
Common to fair heaves.....	6.00@7.25
Inferior killers.....	5.50@6.50
Range steers.....	6.50@9.50
Canner bulls.....	2.25@3.25
Fair to choice vealers.....	9.25@10.50
Heavy calves.....	5.25@9.00
Feeding steers.....	4.00@7.50
Stockers.....	4.75@6.50

Medium to good beef cows.....	4.25@5.75
Common to good cutters.....	3.00@4.00
Inferior to good canners.....	2.50@3.25
Bologna bulls.....	3.75@5.30
Butcher bulls.....	4.50@6.75

## HOGS.

Good to prime heavy.....	\$7.30@7.40
Good to prime butchers.....	7.30@7.40
Fair to good packing.....	7.15@7.25
Rough heavy packing.....	7.00@7.15
Light mixed, 170@200 lbs.....	7.10@7.20
Choice light, 170@300 lbs.....	7.15@7.32
Pigs, 110 lbs. and under.....	5.00@6.50
Pigs, 110@140 lbs.....	6.25@7.00
Boars, according to weight.....	3.00@4.50
*Stags, according to weight.....	7.50@7.55

\*All stags subject to 80 lbs. dockage.

## SHEEP.

Range yearlings.....	\$5.00@6.50
Fed yearlings.....	5.50@6.65
Native lambs.....	7.25@8.25
Native yearlings.....	5.50@6.50
Feeding lambs.....	6.00@7.15
Feeding wethers.....	3.75@4.25
Breeding ewes.....	3.50@4.35
Good to choice wethers.....	4.25@5.00

## CHICAGO PROVISION MARKET

## Range of Prices.

SATURDAY, DECEMBER 14, 1912.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
January.....	\$18.52½	\$18.52½	\$18.25	\$18.47½
May.....	18.37½	18.42½	18.35	18.45
LARD—(Per 100 lbs.)—				
December.....	10.55	10.57½	10.50	10.57½
January.....	10.20	10.20	10.15	10.17½
May.....	10.05	10.07½	10.05	10.05
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.57½	10.00	9.65	9.95
May.....	9.82½	9.85	9.82½	9.82½

MONDAY, DECEMBER 16, 1912.

PORK—(Per bbl.)—				
January.....	18.35	18.42½	18.00	18.00
May.....	18.27½	18.30	18.05	18.05
LARD—(Per 100 lbs.)—				
December.....	10.50	10.50	10.37½	10.37½
January.....	10.10	10.12½	9.92½	9.95
May.....	10.00	10.05	9.85	9.87½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.90	9.90	9.75	9.77½
May.....	9.77½	9.77½	9.62½	9.67½

TUESDAY, DECEMBER 17, 1912.

PORK—(Per bbl.)—				
January.....	18.00	18.00	17.90	17.95
May.....	18.00	18.07½	17.92½	18.05
LARD—(Per 100 lbs.)—				
December.....	10.25	10.30	10.20	10.25
January.....	9.90	9.95	9.85	9.90
May.....	9.82½	9.87½	9.80	9.82½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.70	9.82½	9.67½	9.72½
May.....	9.62½	9.70	9.60	9.62½

WEDNESDAY, DECEMBER 18, 1912.

PORK—(Per bbl.)—				
January.....	17.87½	17.92½	17.80	17.75
May.....	17.97½	18.05	17.85	18.00
LARD—(Per 100 lbs.)—				
December.....	10.20	10.20	10.02½	10.02½
January.....	9.85	9.90	9.75	9.82½
May.....	9.85	9.85	9.75	9.85
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.70	9.72½	9.62½	9.62½
May.....	9.60	9.65	9.60	9.65

THURSDAY, DECEMBER 19, 1912.

PORK—(Per bbl.)—				
January.....	17.85	17.87½	17.75	17.80
May.....	18.10	18.12½	18.02½	18.07½

LARD—(Per 100 lbs.)—				
December.....	10.05	10.07½	10.00	10.02½
January.....	9.90	9.90	9.85	9.87½
May.....	9.87½	9.92½	9.87½	9.90
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.72½	9.75	9.67½	9.70
May.....	9.72½	9.75	9.70	9.72½

FRIDAY, DECEMBER 20, 1912.

PORK—(Per bbl.)—				
January.....	17.90	18.10	17.87	18.10
May.....	18.20	18.22½	18.12½	18.22
LARD—(Per 100 lbs.)—				
January.....	9.90	9.97½	9.90	9.97
May.....	9.95	9.97	9.92½	9.97½
RIBS—(Boxed, 25c. more than loose)—				
January.....	9.72½	9.80	9.70	9.80
May.....	9.75	9.80	9.72½	9.80

†Bld. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Terry & Son, 41st and Halsted Streets.)

Native Rib Roast.....	22	@25
Native Sirloln Steaks.....	20	@28
Native Porterhouse Steaks.....	25	@35
Native Pot Roasts.....	14	@16
Rib Roasts from light cattle.....	14	@16
Beef Stew.....	12½	@15
Boneless Corned Briskets, Native.....	14	@15
Corned Rumps, Native.....	16	@16
Corned Ribs.....	10	@10
Corned Flanks.....	10	@10
Round Steaks.....	10	@22
Round Roasts.....	16	@16
Shoulder Steaks.....	16	@16
Shoulder Roasts.....	15	@16
Shoulder Neck End, Trimmed.....	12½	@12½
Rollad Roast.....	16	@16

## Lamb.

Hind Quarters, fancy.....	@18
Fore Quarters, fancy.....	@12½
Legs, fancy.....	@20
Stew.....	@10
Chops, shoulder, per lb.....	@16
Chops, rib and loin, per lb.....	@25
Chops, Frenched, each.....	@12½

## Mutton.

Legs.....	@12½
Stew.....	@6
Shoulders.....	@12½
Hind Quarters.....	@11
Fore Quarters.....	@8
Rib and Loin Chops.....	@16
Shoulder Chops.....	@12½

## Pork.

Pork Loins.....	@14
Pork Chops.....	@15
Pork Shoulders.....	@14
Pork Tenderloins.....	@40
Pork Butts.....	@13
Spare Ribs.....	@12½
Hocks.....	@11
Pigs' Heads.....	@8
Leaf Lard.....	@16

## Veal.

Hind Quarters.....	15	@22
Fore Quarters.....	14	@24
Legs.....	20	@16
Breasts.....	24	@15
Shoulders.....	16	@18
Cutlets.....	30	@20
Rib and Loin Chops.....	25	@25

## Butchers' Offal.

Suet.....	@8½
Tallow.....	@4½
Bones, per cwt.....	@1.00
Calfskins, 8 to 15 lbs.....	@20
Calfskins, under 8 lbs. (deacon's).....	@65
Kips.....	@16

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# TANKAGE PRESSES AND DRYERS

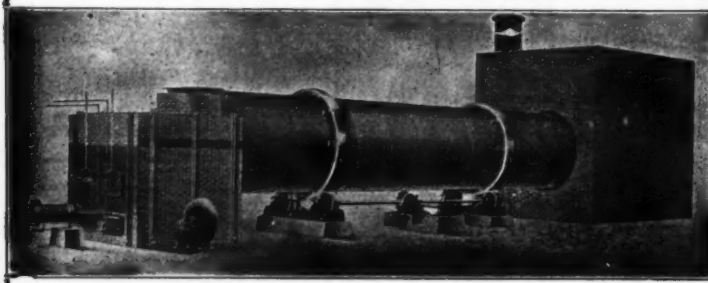
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Vegetable Matter. Installed in the largest packing-  
houses, fertilizer and fish reduction plants in the world.

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**American Process Co.**  
68 William St., - - New York





## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

Prime native steers	15	@15 1/4
Good native steers	14	@14 1/4
Native steers, medium	12 1/4	@12 1/4
Heifers, good	11 1/4	@11 1/4
Cows	9 1/4	@10 1/4
Hind Quarters, choice	17	@17
Fore Quarters, choice	11 1/4	@11 1/4

## Beef Cuts.

Cow Chucks	7 1/4	@8 1/4
Steer Chucks	11	@11
Boneless Chucks	9	@9
Medium Plates	9 1/4	@9 1/4
Steer Plates	9 1/4	@9 1/4
Cow Rounds	8 1/4	@9 1/4
Steer Rounds	12 1/4	@12 1/4
Cow Loins	10 1/4	@14 1/4
Steer Loins, Heavy	27	@27
Beef Tenderloins, No. 1	29	@29
Beef Tenderloins, No. 2	28	@28
Strip Loins	10	@10
Shoulder Butts	14	@14
Shoulder Clods	11	@11
Rolls	13 1/4	@13 1/4
Rump Butts	10 1/4	@13 1/4
Trimblings	8	@8
Shank	5	@5
Cow Ribs, Common, Light	8 1/4	@10
Cow Ribs, Heavy	12 1/4	@12 1/4
Steer Ribs, Light	18	@18
Steer Ribs, Heavy	23 1/4	@23 1/4
Loin Ends, steer, native	17 1/4	@17 1/4
Loin Ends, cow	15	@15
Hanging Tenderloins	8	@8
Flank Steak	13	@13
Hind Shanks	4 1/4	@4 1/4

## Beef Offal.

Brains, each	8	@8
Hearts	7	@7 1/4
Tongues	17 1/4	@17 1/4
Sweetbreads	30	@30
Ox Tail, per lb.	8	@8
Fresh Tripe, plain	3 1/4	@3 1/4
Fresh Tripe, H. C.	5 1/4	@5 1/4
Brains	8	@8
Kidneys, each	6	@8

## Veal.

Heavy Carcass Veal	10	@12
Light Carcass	14 1/4	@14 1/4
Good Carcass	15 1/4	@15 1/4
Good Saddle	16 1/4	@16 1/4
Medium Racks	12	@12
Good Racks	13 1/4	@13 1/4

## Veal Offal.

Brains, each	6	@8
Sweetbreads	65	@65
Plucks	65	@65
Heads, each	20	@25

## Lambs.

Good Caul	12	@12
Round Dressed Lambs	14	@14
Saddles, Caul	13	@13
R. D. Lamb Racks	9	@9
Caul Lamb Racks	9	@9
R. D. Lamb Saddle	14	@14
Lamb Fries, per pair	10	@10
Lamb Tongues, each	4	@4
Lamb Kidneys, each	1 1/4	@1 1/4

## Mutton.

Medium Sheep	7 1/2	@7 1/2
Good Sheep	9	@9
Medium Saddle	9 1/4	@9 1/4
Good Saddle	12	@12
Good Racks	7	@7
Medium Racks	6	@6
Mutton Legs	10 1/4	@10 1/4
Mutton Loins	7	@7
Mutton Stew	5	@5
Sheep Tongues, each	2 1/4	@2 1/4
Sheep Heads, each	10	@10

## Fresh Pork, Etc.

Dressed Hogs	12	@12
Pork Loins	10 1/4	@10 1/4
Leaf Lard	11 1/4	@11 1/4
Tenderloins	24	@24
Spare Ribs	9	@9
Butts	10 1/4	@10 1/4
Hocks	8 1/4	@8 1/4
Trimblings	8	@8
Extra Lean Trimblings	9	@9
Tails	8	@8
Snouts	6	@6
Pigs' Feet	4	@4
Pigs' Heads	7	@7
Blade Bones	8	@8
Blade Meat	8 1/4	@8 1/4
Cheek Meat	9 1/4	@9 1/4
Hog livers, per lb.	3 1/4	@4
Neck Bones	3 1/4	@3 1/4
Skinless Shoulders	10 1/4	@10 1/4
Pork Hearts	7	@7
Pork Kidneys, per lb.	4	@4
Pork Tongues	10	@11 1/4
Slip Bones	5	@5
Tail Bones	6	@8 1/4
Brains	6	@6
Backfat	10 1/4	@10 1/4
Hams	13 1/4	@13 1/4
Calos	12 1/4	@12 1/4
Bellies	15 1/4	@15 1/4
Shoulders	10 1/4	@10 1/4

## SAUSAGE.

Columbia Cloth Bologna	10	@10
Bologna, large, long, round, in casings	9 1/4	@9 1/4

Choice Bologna	12	@12
Frankfurters	11 1/4	@11 1/4
Blood, Liver and Headcheese	9 1/4	@9 1/4
Tongue	14 1/4	@14 1/4
Minced Sausage	12	@12
Luncheon Sausage, cloth paraffine	16	@16
New England Sausage	16	@16
Compressed Luncheon Sausage	16	@16
Special Compressed Ham	13	@13
Berliner Sausage	23	@23
Boneless Butts in casings	18	@18
Oxford Butts in casings	11 1/4	@11 1/4
Polish Sausage	12	@12
Garlic Sausage	13	@13
Country Smoked Sausage	16	@16
Farm Sausage	10	@10
Pork Sausage, bulk or link	10 1/4	@10 1/4
Pork Sausage, short link	9	@9
Boneless Pigs' Feet	14	@14
Luncheon roll	14 1/4	@14 1/4
Hams, Bologna	18 1/4	@18 1/4
Jellied Roll	18 1/4	@18 1/4

## Summer Sausage.

Best Summer, H. C. Medium Dry	23 1/4	@23 1/4
German Salami, Medium Dry	22	@22
Italian Salami	26 1/4	@26 1/4
Holsteiner	17	@17
Mettwurst, New	19 1/4	@19 1/4
Farmer	19 1/4	@19 1/4

## Sausage in Oil.

Smoked Sausage, 1-50	5.00	@5.00
Smoked Sausage, 2-20	5.50	@5.50
Bologna, 1-50	5.50	@5.50
Bologna, 2-20	5.00	@5.00
Frankfurt, 1-50	6.00	@6.00
Frankfurt, 2-20	5.50	@5.50

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	10.00	@10.00
Pickled Plain Tripe, in 200-lb. barrels	7.25	@7.25
Pickled H. C. Tripe, in 200-lb. barrels	8.50	@8.50
Pickled Ox Lips, in 200-lb. barrels	15.50	@15.50
Pickled Pigs' Snouts, in 200-lb. barrels	34.50	@34.50
Lamb Tongues, Short Cut, barrels	34.50	@34.50

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	1.95	@1.95
2 lbs., 1 or 2 doz. to case	3.75	@3.75
6 lbs., 1 doz. to case	14.00	@14.00
14 lbs., 1/2 doz. to case	32.00	@32.00

## EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	3.25	@3.25
4-oz. jars, 1 doz. in box	6.25	@6.25
8-oz. jars, 1/2 doz. in box	11.50	@11.50
16-oz. jars, 1/2 doz. in box	22.50	@22.50
2, 5 and 10-lb. tins	1.50	@1.50 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	19.00	@19.00
Plate Beef	19.00	@19.00
Prime Mess Beef	19.00	@19.00
Extra Mess Beef	19.00	@19.00
Beef Hams (220 lbs. to bbl.)	19.00	@19.00
Rump Butts	19.00	@19.00
Mess Pork, new	18.50	@18.50
Clear Fat Backs	24.00	@24.00
Family Back Pork	24.00	@24.00
Bean Pork	19.50	@19.50

## LARD.

Pure leaf, kettle rendered, per lb., tes	12 1/4	@12 1/4
Pure lard	11 1/4	@11 1/4
Lard, substitutes, tes	8 1/4	@8 1/4
Lard, compound	8 1/4	@8 1/4
Cooking oil, per gal., in barrels	54	@54
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces	54	@54

## BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi-	15 1/4	@15 1/4
cago	13	@13
Cooks' and bakers' shortening, tubs	13	@13

## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)		
Clear Bellies, 14@16 avg.	13 1-5	@13 1-5
Clear Bellies, 18@20 avg.	13 1-20	@13 1-20
Rib Bellies, 18@20 avg.	13 1-20	@13 1-20
Fat Backs, 12@14 avg.	11 1-5	@11 1-5
Regular Plates	11 1-5	@11 1-5
Clear Plates	11	@11
Butts	9 1-7	@9 1-7
Bacon meats, 1/4 c. to 1 c. more.		

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	17 1/4	@17 1/4
Hams, 16 lbs., avg.	17	@17
Skinless Hams	18	@18
Calas, 4@6 lbs., avg.	13 1/4	@13 1/4
Calas, 6@12 lbs., avg.	13 1/4	@13 1/4
New York Shoulders, 8@12 lbs., avg.	14 1/4	@14 1/4
Breakfast Bacon, fancy	23 1/4	@23 1/4
Wide, 10@12 avg., and strip, 5@6 avg.	17 1/4	@17 1/4
Wide, 6@8 avg., and strip, 3@4 avg.	18	@18
Rib Bacon, wide, 8@12, strip, 4@6 avg.	18	@18
Dried Beef Sets	20 1/4	@20 1/4
Dried Beef Insides	23 1/4	@23 1/4
Dried Beef Knuckles	22 1/4	@22 1/4
Dried Beef Outsides	19	@19
Regular Rolled Hams	22 1/4	@22 1/4
Smoked Rolled Hams	23	@23
Roled Calas	23	@23
Cooked Loin Rolls	26	@26
Cooked Rolled Shoulders	19	@19

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Rounds, per set	18	@18
Export Rounds	23	@23
Middles, per set	7 1/4	@7 1/4
Beef bungs, per piece	16 1/4	@16 1/4
Beef weasands	35	@35
Beef bladders, medium	45	@45
Beef bladders, small, per doz.	70	@70
Hog casings, free of salt	12	@12
Hog middles, per set	12	@12
Hog bungs, export	10	@10
Hog bungs, large mediums	7	@7
Hog bungs, prime	5	@5
Hog bungs, narrow	5	@5
Imported wide sheep casings	90	@90
Imported medium wide sheep casings	70	@70
Imported medium sheep casings	60	@60
Hog stomachs, per piece	4	@4

## FERTILIZERS.

Dried blood, per unit	2.55	@2.60
Hoof meal, per unit	2.35	@2.45
Concentrated tankage	2.25	@2.30
Ground tankage, 12%	2.37 1/4	@2.37 1/4 and 10c.
Ground tankage, 11%	2.37 1/4	@2.37 1/4 and 10c.
Ground tankage, 8 and 25%	2.30	@2.30 and 10c.
Crushed tankage, 9 and 20%	2.15	@2.15 and 10c.
Ground tankage, 6 1/2 and 30%	19.00	@19.25
Ground rawbone, per ton	24.00	@25.00
Ground steam bone, per ton	18.00	@19.00
Unground tankage, per ton less than ground	50c.	@50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65@70 lbs., aver.	250.00	@275.00
Horns, black, per ton	24.50	@28.50
Horns, striped, per ton	33.00	@38.00
Horns, white, per ton	60.00	@65.00
Flat shin bones, 40 lbs. av., per ton	70.00	@75.00
Round shin bones, 38-40 lbs. av., per ton	75.00	@80.00
Round shin bones, 50-52 lbs. av., per ton	80.00	@80.00
Long thigh bones, 90-95 lbs. av., per ton	80.00	@90.00
Skulls, jaws and knuckles, per ton	27.00	@28.50

## LARD.

Prime steam, cash	10.05	@10.05
Prime steam, loose	9.57 1/4	@9.57 1/4
Compound	10 1/4	@11 1/4
Neutral lard	12 1/4	@12 1/4

## STEARINES.

Prime oleo	9 1/4	@10 1/4
Oleo No. 2	9	@10
Mutton	10	@10 1/4
Tallow	8	@8 1/4
Grease, yellow	5 1/4	@5 1/4
Grease, A white	6 1/4	@6 1/4

## OILS.

Lard oil, extra, winter strained, tierces	73	@75
Extra lard oil	68	@70
Extra No. 1 lard oil	58	@60
No. 1 lard oil	54	@56
No. 2 lard oil	52	@54
Oleo oil, extra	13 1/4	@13 1/4
Oleo oil, No. 2	12 1/4	@12 1/4
Oleo stock	11 1/4	@11 1/4
Neatsfoot oil, pure, bbls.	65	@70
Acidless tallow oils, bbls.	61	@62
Corn oil, loose	5.00	@5.05
Horse oil	6 1/4	@7 1/4

## TALLOW.

Edible	7 1/4	@8 1/4
Prime city	7 1/4	@7 1/4
No. 1 Country	6 1/4	@6 1/4
Packers' Prime	6 1/4	@6 1/4
Packers' No. 1	6 1/4	@6 1/4
Packers' No. 2	5 1/4	@5 1/4
Renderers' No. 1	5 1/4	@5 1/4

## GREASES.

White, choice	7	@7 1/4
White, "A"	6 1/4	@6 1/4
White, "B"	5 1/4	@6 1/4
Bone	5 1/4	@6
Crackling	5	@5 1/4
House	5	@5 1/4
Yellow	5 1/4	@5 1/4
Brown	4 1/4	@4 1/4
Glue stock	5 1/4	@5 1/4
Garbage grease	3 1/4	@3 1/4
Glycerine, C. P.	18 1/4	@19
Glycerine, dynamite	18 1/4	@19
Glycerine, crude soap	12 1/4	@13
Glycerine, candle	14	@14 1/4

## COTTONSEED OILS.

P. S. Y., loose	44 1/4	@45 1/4
P. S. Y., soap grade	43 1/4	@44
Soap stock, bbls., concn., 62@65% f. a.	2 1/4	@2 1/4
Soap stock, loose, reg., 50% r. f. a.	1.40	@1.45

## COOPERAGE.

Ash pork barrels	97 1/4	@1.00
Oak pork barrels	1.10	@1.12
Lard tierces	1.37 1/4	@1.40

## CURING MATERIALS

# LIVE STOCK MARKETS

## CHICAGO

(Special Letter to The National Provisioner from National Live Stock Commission Co.)

Union Stock Yards, Chicago, Dec. 18.

Monday's run of cattle was out of all proportion to the requirements of the trade and beyond all expectations. Receipts were 37,114, and it was only by the most strenuous efforts on the part of salesmen that cattle could be disposed of at a decline that ranged anywhere from 25@50c. from last week's closing prices, or 50@75c. and, in some cases, \$1 per cwt. under the level of values current a week ago Monday. It was one of the worst demoralized markets that we have had in many years. Tuesday's run of 6,700 cattle included some cattle that should have arrived and been included in Monday's count. The trade was dull and stagnant, and sales were very hard to make at Monday's extreme low level of values. Wednesday's run of 17,000 cattle was supplemented by a holdover from Monday that was estimated at anywhere from 8,000 to 10,000 head, and the trade ruled extremely dull and draggy, although about steady at Monday's big decline.

The market on butcher stuff has suffered in sympathy with the terrific decline in the steer trade, although it is proper to state that choice to prime heifers have met with ready acceptance at prices that looked about steady with a week ago, this condition being due to a rather favorable Christmas call for something of that nature, but the chances are that even choice yearling heifers will meet with a weaker demand at lower prices from now on until after Christmas. The general butcher stuff market ruled 15@25c. lower on Monday, slow and draggy Tuesday, and was 10@15c. lower again Wednesday, making a general decline of 25@35c. this week, most of the loss being on the medium and in-between kinds of "she" stuff; and some of the medium heifers show a decline well up to 50c. per cwt., as compared with last week's best prices.

Wednesday's receipts of hogs were estimated around 30,000, and thus far for the week receipts totaled up around 90,000, which is considerably lighter than the light period of last week. We rather looked to see the market recover some of last week's severe break; but trade has continued to work some lower, even under normal receipts, the large packing concerns having things pretty much their own way, and very little competition from Eastern markets and outside trade. There seems to be a little better supply of hogs east of here this year than for several years past. We are of the opinion that the Eastern supply in a big measure will be fairly well shipped out during the next three or four weeks, and then look to see better inquiry from the Eastern buyers on our market here. The trade Wednesday ruled very slow, with prices averaging about 5c. lower, bulk of the hogs selling largely in a range of \$7@7.15, with a few good to choice shipping grades around \$7.15@7.25, and a top of \$7.30, but anything we had to dispose of to the packers was largely in a range of \$7@7.10.

Following an upturn of fully 75c. per cwt. last week in both sheep and lambs, the trade opened Monday with receipts estimated at 60,000 head, and buyers did about the best job of hammering prices that has been executed during the past year, taking off from 40@50c. per cwt., as compared with the close of the week before. The situation seemed in a very dull condition Tuesday, with average prices a little lower than the day before, and while the market is fairly active today (Wednesday), buyers do not seem disposed to put on much, although sales show a little improvement over the first days of the week. Present quotations follow: Good to prime wethers, \$4.85@5.25; good to prime ewes, \$4.25@4.40; good to prime light yearlings, \$6.25@6.50; good to prime heavy yearlings, \$5.50@5.75; good to prime lambs, \$7.65@8; fair to medium lambs, \$6.75@7.50; culls and

common lambs, \$5.50@6.50; feeding lambs, \$7@7.40; feeding wethers, \$4.25@4.50; feeding yearlings, \$5.25@5.75.

## ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., December 18.

The receipts of cattle for the week ending today amount to 36,000 head, including 14,000 head of Southern. In the native division the market has been an uneven affair mostly with a downward tendency during the entire week. On steers the market is quotable at about 25c. lower on the kinds that bring up to \$7.50. On the heavier better grades it is from 50@60c. lower than this time last week. "She" stuff generally has not suffered quite so much a decline as the other grades. Choice to fancy corn heifers are quoted at \$8@9.15. Good to choice heifers, \$7@8.50. Common to good heifers, \$4.60@6.50; good cows, \$5.50@6.50; medium, \$4.50@5, while fancy cows are selling around \$6.50@7.50. Bulls and sausage stock range from 4@4 1/4c. on the light kinds up to \$6.25@6.75 on the heavier better grades. On calves the prices are easier in sympathy with the other markets. Prime vealers are selling as high as \$10.25, the other grades ranging from \$5@9.50.

The quarantine market has suffered about the only decided break for several months. It is quotable today at 15@25c. lower than this time last week on all grades. In quoting this condition, however, the quality must be considered. The following quotations give the tone of the Southern side: Choice to prime steers, \$7@7.90; good to choice, \$6.25@7.50; common, \$5.75@6.25; cows, \$4@5; canners and cutters, \$3.65@4.50; bulls, \$3.25@5; calves, \$5@6.50.

The hog receipts for the week ending today amount to 55,000 head. In sympathy with all other markets the prices have steadily declined, until today it is quotable at 25@35c. lower than this time last week. The highest time of this period was last Thursday, when a top of \$7.55 was made. The top today is \$7.30. The close holiday season has much to do with these prices. The quality during the week has only been fair, although there were several good lots of the heavy kind on sale. Quotations today are as follows: Mixed and butchers, \$7@7.30; good heavy, \$7.25@7.30; rough, \$6.75@7; lights, \$6.95@7.25; pigs, \$6.40@6.75.

The receipts of sheep for the week ending today approximate 18,000 head. In muttons the price has held almost steady for the entire week. It is not more than 10c. lower than this time last week. Ewes are quoted at \$4.10@4.25; wethers, \$4.25@4.40. The lamb market, while active, has shown more of a decline than the sheep market. They range from \$7.50@7.85. Strictly choice lambs would bring more money, one string selling yesterday at \$8.35, but there are so few of the fancy kind that they can hardly be considered a factor in quoting the top of the market. Strictly good lambs would bring \$8.10. Yearling wethers sold this week for 7c. They were strictly good. They are quoted today on the good kinds at \$6.50@6.85.

## KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, Dec. 17.

The cattle market is steady today at the low spot reached yesterday; receipts today, 12,000 head. A run of 17,000 head here yesterday was enough in itself to depress prices a little, even following the decline of 20 to 40 cents on steers last week, but coupled with the excessive receipts at Chicago yesterday, it gave the situation entirely to the buyers. Sales yesterday on steers were largely 15 to 25 cents under Friday. The market on a large share of the fed steers is more nearly a dollar lower than a week ago than anything else. The best steers here today brought \$9, and quotations above that figure, unless conditions change for the better, will be curiosities. Bulk of the fed

steers on the new basis sell at \$6.60@7.75. While the deluge of cattle yesterday stunned dealers, they do not admit that we have suddenly come into an era of beef plenty, and they still believe the situation is statistically strong. Some of them admit signs of strength today. Butcher grades did not lose as much as steers, most of the native cows selling at \$4.50@6.75, and bulls held up well, ranging from \$4.50@6.25.

Hogs today 15,000 here, market 5c. lower, top \$7.25, bulk \$6.90@7.20. As long as receipts exceed fresh meat requirements even the slightest packers will demand concessions, and seem able to enforce them. Not much hope is expressed anywhere for an advance before the first of the year.

Sheep and lambs received today, 11,000; market 10@15c. lower, following a similar loss yesterday. Top lambs now sell at \$7.65; yearlings, \$6.75; wethers, \$4.85; ewes, \$4.25; feeding lambs, \$6.25@6.75. Dealers believe present liberal supplies are at the expense of the January run, and as a rule stick to their optimistic line of talk with reference to later prices.

## OMAHA

(Special Letter to The National Provisioner.)

South Omaha, Neb., Dec. 17.

Local cattle receipts last week, 24,600 head, were by no means excessive for this time of the year, but owing to exceptionally heavy supplies at other points and the demoralized condition of the beef market in the East, the trend of values was lower most of the time and closing quotations showed a 20@25c. decline on beef steers, and a 35@50c. decline on cows and heifers. There is usually a time preceding the holidays when the market experiences a severe slump and this year furnished no exception to the rule. Well finished native beefs have been comparatively scarce for some time, but there were a few loads good enough to sell at \$9@10. Most of the good to choice 1,250 to 1,500-pound beefs bring around \$8@8.75; fair to pretty good 1,000 to 1,250-pound beefs are going at \$7@7.75, and the common to fair warmed up and short-fed grades sell to both killers and feeder buyers around \$6@6.75. A few Western range cattle are still coming and selling at a range of \$5.50@8.50, but the big bulk of the Western grass beef is moving at \$6.50@7.50. Cows and heifers were hit harder than beef steers and very few sales are being made around \$5.75@6.25 and upward. Most of the fair to good butcher and beef stock is going at \$4.50@5.50 and there has been a very weak undertone to the trade for some time. Veal calves continue about steady at \$5@9, but bulls, stags, etc., are somewhat lower, selling at a range of \$4.40@6.10.

Hogs have been coming more freely than usual for this time of the year and packers have been taking advantage of the fact to force values to a lower level. With about 9,100 hogs here today the market was a nickel lower. Tops brought \$7.10 as against \$7.65 last Tuesday, and the bulk of the trading was around \$6.95@7.05, as against \$7.50@7.60 a week ago.

Supplies of sheep and lambs have been of very fair proportions and there has been a satisfactory outlet right along for both fat stock and feeder grades. Prices have ruled somewhat stronger in spite of unfavorable weather conditions, and the moderate receipts have moved freely at the stronger prices. Probably a third of the receipts are being taken by the feeder buyers to go back to the country to be fattened, and at prices very little under fat stock quotations. Fat lambs are quoted at \$6.50@8; yearlings, \$5.50@6.50; wethers, \$3.85@4.85, and ewes, \$3.75@4.75.

## NEW YORK LIVE STOCK

WEEKLY RECEIPTS TO DECEMBER 18, 1912.

	Beefes.	Calves.	Sheep and lambs.	Hogs.
New York .....	2,966	2,791	6,988	16,083
Jersey City .....	3,936	1,343	26,372	21,156
Central Union .....	2,350	312	10,806	178
Lehigh Valley .....	2,516	610	2,940	—
Scattering .....	—	96	38	4,885
Totals .....	11,768	5,152	47,144	42,302
Totals last week .....	11,533	4,137	47,536	4,088

# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, December 20.—Market steady. Western steam, \$10.45; Middle West, \$10.30; city steam, \$10; refined, Continent, \$11.80; South American, \$12.45; Brazil, kegs, \$13.45; compound, 7½¢@8¼¢.

### Marseilles Oils.

Marseilles, December 20.—Sesame oil, fabrique, — fr.; edible, — fr.; copra oil, fabrique, 89¼ fr.; edible, 108 fr.; peanut oil, fabrique, 68¾ fr.; edible, 92 fr.

### Liverpool Produce Market.

Liverpool, December 20.—(By Cable.)—Beef, extra India mess, —; Pork, prime mess, —; shoulders, —; square, 64s.; New York, 64s. 6d.; picnic, 58s.; hams, long, 67s.; American cut, 68s. Bacon, Cumberland cut, 60s. 6d.; long clear, 68s.; short backs, 62s.; bellies, clear, 68s. Lard, spot prime, 52s. 6d. American refined in pails, 53s. 9d.; 2 28-lb. blocks, 52s. 3d. Lard (Hamburg), 54 marks. Tallow, prime city, 32s. 3d.; choice, 35s. 6d. Turpentine, 31s. 3d. Rosin, common, 15s. 6d. Cheese, Canadian finest white, new, 62s. Tallow, Australian (London), 31s. 9d.@38s. 9d.

## FRIDAY'S CLOSINGS.

### Provisions.

The advance in the hog market restricted offerings.

### Stearine.

The decline in the market has not stimulated demand to any appreciable extent.

### Tallow.

Prices are about unchanged, but no special steadiness is detected.

### Cottonseed Oil.

The list was a shade firmer with crude. The cotton ginning report had no influence.

Market closed barely steady, with some liquidation, credited to the South. Sales, 8,800 bbls. Spot oil, \$6.25@6.35. Crude, Southeast, \$5.20@5.34; Valley, \$5.25@5.34; Texas, \$5.13@5.27. Closing quotations on futures: December, \$6.30@6.33; January, \$6.24@6.25; February, \$6.25@6.27; March, \$6.26@6.27; April, \$6.27@6.32; May, \$6.35@6.36; June, \$6.36@6.39; July, \$6.39@6.40; good off oil, \$6.05@6.18; off oil, \$6@6.10; red off oil, \$5.60@5.95; winter oil, \$6.25@7; summer white, \$6.25@7.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, December 20.—Hogs 5c. higher. Bulk of prices, \$7.10@7.30; light, \$6.80@7.25; mixed, \$6.95@7.37½; heavy, \$6.90@7.40; rough heavy, \$6.90@7.05. Yorkers, \$7.15@7.20; pigs, \$5@6.75. Cattle market strong. Beeves, \$5.45@9.75; cows and heifers, \$2.70@7.50; Texas steers, \$4.40@5.65; stockers and feeders, \$4.20@7.50; Westerns, \$5.25@7.50. Sheep market steady, 10c. higher; natives, \$3.90@5.15; Westerns, \$4@5.20; yearlings, \$5.75@6.85; lambs, \$5.85@8.15; Western, \$6.25@8.15.

Cleveland, December 20.—Hogs higher, at \$7.40@7.45.

Buffalo, December 20.—Hogs opened higher, with 6,400 on sale; prices, \$7.50@7.60.

Kansas City, December 20.—Hogs strong, at \$6.35@7.35.

Sioux City, December 20.—Hogs steady, at \$6.85@7.10.

St. Louis, December 20.—Hogs steady, at \$7.10@7.45.

St. Joseph, December 20.—Hogs steady, at \$6.95@7.30.

St. Paul, December 20.—Hogs steady, at \$6.90@7.05.

Louisville, December 20.—Hogs steady, at \$6.85@7.20.

South Omaha, December 20.—Hogs steady, at \$6.90@7.20.

Indianapolis, December 20.—Hogs steady, at \$7.20@7.40.

## RECEIPTS AT CENTERS

SATURDAY, DECEMBER 14, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	700	8,237	1,000
Kansas City	400	1,730	500
Omaha	100	4,571	100
St. Louis	1,300	3,500	500
St. Joseph	100	2,700	
Sioux City	300	3,500	
St. Paul	300	2,000	1,400
Oklahoma City	400	500	
Fort Worth	900	400	
Denver	2,000	2,000	200
Louisville		1,793	
Detroit		200	
Indianapolis	250	6,000	
Pittsburgh		4,500	1,500
Cincinnati	271	2,850	239
Cleveland	100	3,000	2,000
Buffalo	250	8,000	7,000
New York	953	8,938	3,843

MONDAY, DECEMBER 16, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	40,000	35,103	68,000
Kansas City	19,000	8,371	9,000
Omaha	6,000	7,241	12,500
St. Louis	9,500	11,600	5,000
St. Joseph	2,200	4,000	1,500
Sioux City	4,200	4,500	2,500
St. Paul	2,500	3,500	9,700
Oklahoma City	2,000	2,000	
Fort Worth	2,700	2,700	800
Milwaukee		5,539	
Louisville	3,500	8,000	700
Wichita		207	
Indianapolis	500	4,000	
Pittsburgh	3,800	14,000	15,000
Cincinnati	2,588	5,098	715
Cleveland	1,800	7,000	10,000
Buffalo	6,000	22,500	23,000
New York	4,092	18,533	16,566

TUESDAY, DECEMBER 17, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	5,000	21,496	15,000
Kansas City	12,000	13,858	11,000
Omaha	4,500	8,750	8,800
St. Louis	8,081	8,317	5,500
St. Joseph	2,700	6,000	2,000
Sioux City	1,500	5,000	500
St. Paul	700	7,000	500
Oklahoma City	600	500	
Fort Worth	500	500	300
Milwaukee	500	725	300
Denver	1,600	7,000	1,000
Louisville		14,000	
Detroit		200	
Wichita		816	
Indianapolis	1,500	15,000	
Pittsburgh		4,000	1,500
Cincinnati	418	3,013	446
Cleveland	60	3,000	2,000
Buffalo	1,200	6,400	10,000
New York	560	4,691	3,923

WEDNESDAY, DECEMBER 18, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	17,000	30,677	27,000
Kansas City	5,800	7,232	3,200
Omaha	2,400	9,424	11,000
St. Louis	4,639	7,041	2,500
St. Joseph	1,500	3,500	1,500
Sioux City	1,200	4,000	500
St. Paul	1,300	5,000	800
Oklahoma City	500	500	
Fort Worth	5,000	2,000	300
Milwaukee	100	11,475	100
Louisville		2,500	
Detroit		1,500	
Wichita		962	
Indianapolis	1,700	9,000	
Pittsburgh		4,000	1,500
Cincinnati	657	3,622	521
Cleveland	500	3,200	8,000
Buffalo	1,926	9,337	7,539

THURSDAY, DECEMBER 19, 1912.

	Cattle.	Hogs.	Sheep.
Chicago	4,500	20,101	14,000
Kansas City	3,400	6,000	6,000
Omaha		7,000	
St. Louis	4,052	10,131	1,660
St. Joseph		5,200	
Sioux City		4,000	
St. Paul		3,300	
Milwaukee		2,632	
Louisville		3,000	
Detroit		3,000	
Wichita		741	

Indianapolis	863	7,000	
Cincinnati		3,564	344
Cleveland		3,000	
Buffalo	600	4,000	3,600
New York	1,127	1,894	2,658

FRIDAY, DECEMBER 20, 1912.

Chicago	2,500	15,000	7,000
Kansas City	500	4,000	2,000
Omaha	600	6,500	6,000
St. Louis	2,800	6,000	800
St. Joseph	300	3,000	500
Sioux City	400	4,500	1,800
Fort Worth	2,000	1,500	
St. Paul	900	3,700	600
Oklahoma City	400	600	

## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, December 14, 1912, are reported as follows:

	Cattle.	Hogs.	Sheep.
Chicago			
S. & S. Co.	8,027	21,000	15,142
Armour & Co.	9,766	37,300	36,064
Swift & Co.	6,383	25,000	34,638
Morris & Co.	4,634	12,800	17,064
Hammond & Co.	3,926	8,000	9,502
Anglo-American	190	6,200	
Libby, McNeill & Libby	3,005	cattle; Boyd-Lunham	
8,000 hogs; Western Packing Co.	7,100 hogs; Roberts		
& Oake, 6,100 hogs; Miller & Hart, 3,000 hogs; Independent Packing Co., 6,100 hogs; Brennan Packing Co., 4,600 hogs; others, 10,300 hogs.			

	Cattle.	Hogs.	Sheep.
Omaha			
Morris & Co.	2,075	9,000	5,161
Swift & Co.	3,688	13,178	8,177
Cudahy Packing Co.	3,026	16,016	11,889
Armour & Co.	3,753	15,718	8,821
Morrell, 5 cattle; South Omaha Packing Co., 54 cattle.			

	Cattle.	Hogs.	Sheep.
St. Joseph			
Morris & Co.	2,000	11,440	1,829
Swift & Co.	3,200	27,700	4,776
Hammond & Co.	1,700	11,700	2,192
United D. B. Co., 68 cattle.			

	Cattle.	Hogs.	Sheep.
St. Louis			
Morris & Co.	6,084	13,237	4,089
Swift & Co.	7,508	12,713	6,288
Armour & Co.	7,066	14,287	5,451
St. Louis D. B. Co.	2,089		1,083
Independent Packing Co.	966	4,396	150
East Side Packing Co.	416	2,670	
Lucas Bros.		431	
Belz Packing Co.		1,361	
Hell Packing Co.	32	1,377	
Krey Packing Co.	10	3,246	
Carondelet Packing Co.	35	576	30

	Cattle.	Hogs.	Sheep.
Sioux City			
Armour & Co.	1,061	14,069	
Cudahy Packing Co.	2,240	13,990	
Swift & Co.		2,645	
Roth Packing Co.		169	
Cudahy Brothers		2,508	
Statler & Co., 75 cattle; R. Hurn, 233 cattle; Sacks D. B. Co., 50 cattle; J. L. Brennan, 48 cattle; regular dealers, 5,370 cattle; country buyers, 4,639 cattle.			

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending December 14, 1912:

	CATTLE.
Chicago	40,293
Kansas City	27,093
Omaha	18,781
St. Joseph	11,899
Cudahy	553
Sioux City	4,073
South St. Paul	4,177
New York and Jersey City	11,768
Philadelphia	4,615
Pittsburgh	2,701
Denver	2,316

	HOGS.
Chicago	153,213
Kansas City	68,550
Omaha	55,152
St. Joseph	55,316
Cudahy	21,271
Sioux City	28,880
Ottumwa	16,562
Cedar Rapids	14,229
South St. Paul	25,783
New York and Jersey City	42,302
Philadelphia	4,546
Pittsburgh	11,602
Denver	5,475

	SHEEP.
Chicago	113,621
Kansas City	24,355
Omaha	34,115
St. Joseph	9,136
Cudahy	388
Sioux City	9,029
South St. Paul	5,112
New York and Jersey City	47,144
Philadelphia	12,277
Pittsburgh	4,096
Denver	1,297

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when building your new plant or remodeling your old one. Complete Packing Plants designed and built. Old Plants overhauled, enlarged or redesigned. Highest economy in output secured. Write us.

TAIT-NORDMEYER ENGINEERING CO.

LIGGETT BUILDING  
ST. LOUIS



## Retail Section

### A TYPE OF SANITARY MEAT MARKET.

There has been a good deal said lately concerning the poor outlook for the retail meat business. It must be admitted, however, that there are many representative retail markets, managed by clear-headed and progressive business minds, which prove that there is as much money in the business today as ever, if not more.

The profits per sale or per pound may be smaller, but the volume is larger, and hence the expense per sale is smaller. There, in a word, is the secret of modern success in the meat trade—volume of business efficiently handled.

The percentage per pound of meat for refrigeration, selling, handling, delivering, etc., is smaller with an up-to-date equipment than by the old methods, so that when economy of operation is combined with a purchase-inspiring and sanitary presentation of the goods, the public is drawn toward such stores by reason of both price and quality.

One of such markets is described in this article, and some idea is given of its magnitude, as well as its drawing power with the public. Its unusual success is due largely to the up-to-the-minute ideas of its founder, W. H. Kelchner, of Wichita, Kan., his extensive experience in the business, and his ability to present the retail market proposition to the public on a large scale, and in a way that meets its demand. Aside from this, the details and general completeness of the outfit, all of which was installed by the Brecht Company, St. Louis, are notable, and consist of the following:

One improved refrigerating room 40 feet long, 20 feet wide, 12 feet high, equipped with a system of overhead tracking, by which the meats are transported rapidly and handled with the least labor.

One freezing room, 10 x 14 x 12 feet.

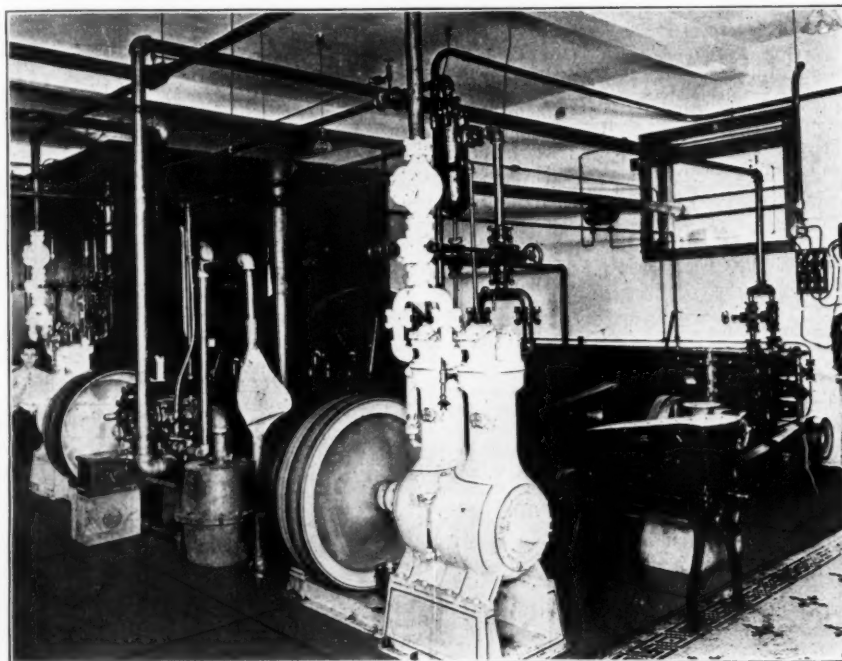
One wall display refrigerator, 40 feet long, 5 feet wide, 12 feet high.

One fish and sea-food exhibition refrigerator, 10 feet long and 3 feet wide.

The cut meat display refrigerator counter, which extends about half the entire length of the market, is shown in the accompanying illustration. All mechanical refrigeration

matches the general design of the refrigerator fronts and remainder of fixtures. The illustration shows this also.

A series of computing scales and cash registers of the latest models are mounted on individual pedestals, each department of



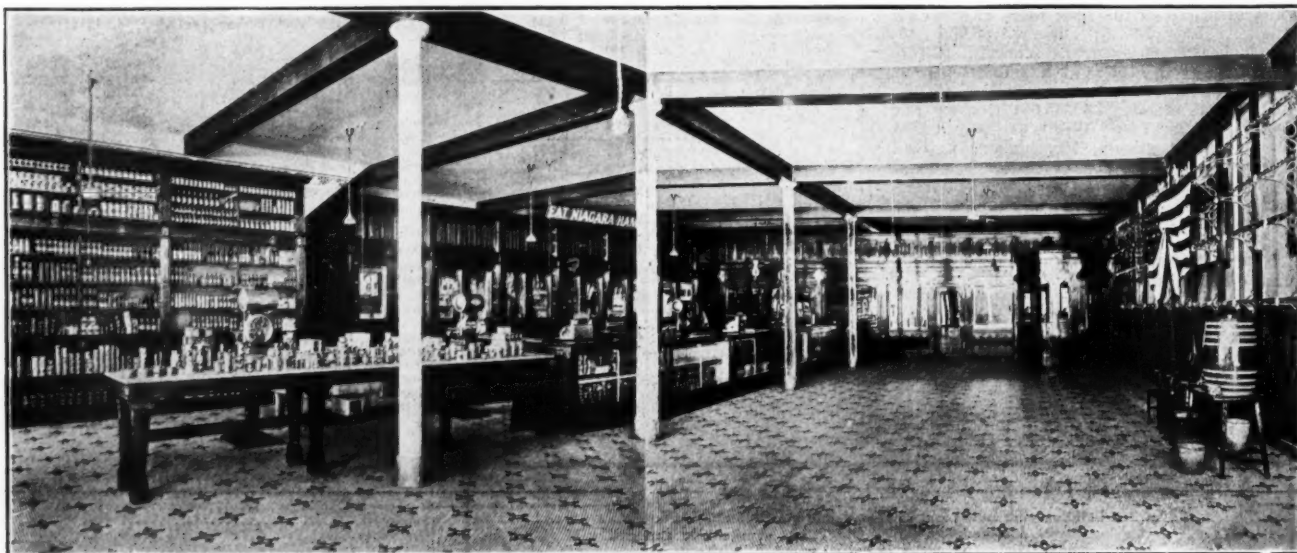
REFRIGERATING ROOM OF THE KELCHNER MARKET.

is of the Brecht improved type, and is described further on.

The rear room of the main floor is reserved for machinery and manufacturing of sausage, etc., all arranged in a most approved and sanitary manner. It is cut off from the main store by a partition extending clear across the store, and which parti-

tion matches the general design of the refrigerator fronts and remainder of fixtures.

Another illustration partly shows the 2-unit Brecht refrigerating system, one unit being operated by electric motor, the other by gas engine. Perhaps the completeness of the establishment is best noted in the character of this installation, and it speaks of the far-sightedness of the proprietor.



VIEW OF THE MODEL RETAIL MARKET OF W. H. KELCHNER, WICHITA, KAN.

That such efficiently-operated and strictly sanitary markets are in demand and are appreciated by the public is best gleaned from the fact that it not only patronized the Kelchner market in swarms, but took considerable pride in pointing to it as one of the greatest in the Middle West. The plant is said to have cost upwards of \$25,000.

#### LOCAL AND PERSONAL.

\* W. J. McCutcheon has opened his new meat market at Galt, Ont.

The Acme Meat Company, Philadelphia, Pa., has been incorporated with a capital stock of \$50,000 to deal in meats and provisions.

Frank Williams has sold his market at Roswell, N. M., to T. Marquess.

Chas. Jones has engaged in the meat business at Marion, Ind.

The following officers have been elected by the Buffalo, N. Y., branch of the United Master Butchers' Association of America; A. J. Schreiber, president; Frank Herold, vice-president; Joseph Lankes, treasurer; John E. Trautman, secretary; Jean Gros Jean, sergeant-at-arms; directors, Martin Sperber, John Haehele, A. J. Kielich, Edward Bidell, Isaac Weill, Frank C. Bittermann.

The Butchers' Mutual Aid and Benevolent Association, of New Orleans, La., has elected the following officers for the year 1912-1913: E. Larroux, president; A. J. Baron, treasurer; S. Dumestre, secretary; O. Patton, grand marshal; P. Vandenborre, collector. Administrators, Messrs. H. B. Daboval, R. Forio, C. Balencie, A. Ortholan, L. Dours, G. J. Praquet, M. Cazaubon, M. Rouede, R. J. Garsaud and F. Callac.

L. B. Griffith will open a meat market at Fairfax, S. D.

The meat market of Newton & Rathmann at Moline, Ill., has been closed.

N. Jewel has opened a meat market at Stanberry, Mo.

The United Meat Dealers' Association, of Lancaster, Pa., at their annual meeting elected the following officers: President, Addie Otthoffer; vice-president, Harry Huber; treasurer, Peter S. Krick; secretary, S. J. Shubrooks.

A. W. Downing's meat market at Corning, Ia., has been damaged by fire.

The Goff-Cook meat market at Waverly, Wash., has been destroyed by fire.

Jack Bruce has bought the meat market of George Stein at Perry, Ia.

Mr. Jenkins has erected a temporary building for his market at Mystic, Ia.

J. P. Smith bought the meat market of P. O. Wallesen at Garwin, Ia.

Wartchow & Brooks bought the Filbrandt meat market at Eldora, Ia.

John Clausen, of Haley, N. D., will move his market to Gasgoyne, N. D.

Williams & Batcheller have dissolved partnership at Ipswich, S. D. Mr. Batcheller continuing the business.

C. B. Caldwell and Frank Chittum opened the City Meat Company at Malta, Mont.

Geo. Killorn and Lee Clark bought the market of Smith & Treichle at Fromberg, Mont.

Fred Baumgart bought the interest of D. M. Hamilton in the Montana Meat Market at Livingston, Mont.

### RETAIL CUTS OF BEEF

Retailers should read the article on Retail Beef Cuts appearing on page 17 of this issue, and look at the pictures of retail cuts on the same page.

T. B. Walker is preparing to enlarge his meat market at Minneapolis, Minn.

R. J. McIntyre has purchased the meat market of J. S. Sanderson at Clinton, Mass.

W. Reiber will reopen his meat market at New Castle, Pa.

Geo. W. Juckett has engaged in the meat business at Wood River, Neb.

The Crawford Meat Market at Seneca, Neb., has been destroyed by fire.

Chas. & Ray Mathews have purchased the butcher shop of J. E. Luke at Oxford, Neb.

R. A. Fate is about to reopen the City Meat Market at Clay Center, Neb.

Charles Jones has been succeeded in the meat business at Cresco, Neb., by Al Riggs.

Knudsen & Nielsen, grocers, have opened a meat market in their store at Benson, Neb.

Dr. Drake has purchased the meat market of J. R. Barb at Alliance, Neb.

Mr. Hultse has succeeded to the meat business of Geo. Brewer at Albion, Neb.

Louis Davison has succeeded John Springer as manager of the local meat market at Ainsworth, Neb.

Mr. Heywood has purchased the entire meat business of Brown & Heywood at Summerfield, Kan.

T. A. Brown has purchased the meat business of Thomann & Hennessey at Summerfield, Kan.

B. C. Pyle & Company have purchased the butcher shop of J. S. Reed & Son at Towanda, Kan.

Frank Van Riper has sold out his meat market at Minneola, Kan., to Wooley & Marymee, of Great Bend, Kan.

B. F. Folk has purchased the Bryant meat market at Salina, Kan.

T. J. Sheetz has opened a new butcher shop in connection with his grocery store at Dorrance, Kan.

Julius Bruner is opening a butcher shop on the corner of Fifth and Broadway, Concordia, Kan.

Al Connelly has purchased a meat market at Lebo, Kan.

Gass & Pinney have just engaged in the meat business at East Jordan, Mich.

C. J. Gingrich & Sons have engaged in the meat business at Fremont, Mich.

A. W. Canady has opened a new meat market in the Irwin building, Mancelona, Mich.

Jesse Strauble has opened a butcher shop at Mt. Pleasant, Mich.

Herman Rowley has purchased the stock of meats of C. E. Larrabee at Lansing, Mich.

John J. Peterson is building an addition to his meat market at Spokane, Wash., and will add a stock of groceries.

The Boulevard Market has been opened at Spokane, Wash., on the corner of Ash and Boulevard by T. E. Danielson.

Geo. W. Oake has returned to Prosser, Wash., and opened a meat market.

The Hazelwood Meat Market has been opened at Cle Elum, Wash., by A. J. Schele, under the management of A. Woehner.

Stark & Vickery have purchased the John Daubert meat market at Endicott, Wash.

Graners & Adams are about to open a butcher shop at Stromsburg, Neb.

The Corcoran Meat Market at York, Neb., has been purchased by M. V. Hill.

Mr. Bauman has succeeded to the meat business of Haas & Bauman at Verdigre, Neb.

John Houke has purchased the Schmidt Meat Market at Salem, Neb.

Thos. Murray has purchased the City Meat Market at Rushville, Neb.

George Whitehead has sold out his meat market at Mason City, Neb., to Anderson Bros.

A. A. Radford has succeeded to the meat business of Radford & Gabriel at Grafton, Neb.

R. C. Campbell has purchased the meat business of Southwell & Barkdoll at Gering, Neb.

David Segradel, a butcher at 42 Broome Street, New York City, N. Y., has filed a petition in bankruptcy with liabilities at \$3,748 and assets \$4,565.

A petition in bankruptcy has been filed against the Atlantic Beef Company at 287 Eighth avenue and 588 Hudson street, New York, N. Y. The liabilities are \$5,000 and assets \$2,000.

Tisdale & Holland have opened a new meat market at New Bern, N. C.

C. J. O'Hearn has opened a meat market at Dubuque, Ia.

#### PARCEL POST REGULATIONS.

The November supplement to the Official Postal Guide, in a notice regarding the establishment of the parcel post system in the United States, directs attention to the following features of the proposed regulations:

Distinctive parcel post stamps must be used on all fourth class matter beginning January 1, 1913, and such matter bearing ordinary postage stamps will be treated as "held for postage."

Parcels will be mailable only at post offices, branch post offices, lettered and local named stations, and such numbered stations as may be designated by the postmaster.

All parcels must bear the return card of the sender; otherwise they will not be accepted for mailing.

#### NEW ORLEANS BUTCHERS PROTEST.

New Orleans butchers are up in arms over the 10-cent a head fees they are compelled to pay the State Livestock Inspector for the ante-mortem examination of cattle purchased at the St. Bernard yards. Although this law has been in effect since 1888, no determined effort was made to have it abolished until this year, when the move was backed by the butchers' organization and representatives from the New Orleans Livestock Exchange. The cattle men say the law is a needless tax on the industry.

#### MEAT MEN SUE INSPECTORS.

Representatives of the Michigan State dairy and food department have been sued by Saginaw, Mich., meat dealers for seizing condemned meat. The dealers claim that the meat was all right and ask damages for the meat taken. Similar suits have been started several times against inspectors of the department, but have always been dropped before reaching a settlement.

# New York Section

Edward West, 48 years of age, a butcher, of Morristown, N. J., was found dead by gas in bed in his boarding house on Sunday.

Swift & Company's sales of fresh beef in New York City for the week ending December 14, 1912, averaged 10.72 cents per pound.

Albert L. Lenz, at one time one of Hackensack's wealthiest meat dealers, committed suicide at his home last week by inhaling illuminating gas.

Christmas turkeys promise to be higher than their Thanksgiving brethren. They may be, but you never can tell. The Thanksgiving experience was a sample.

President McAneny of the Borough of Manhattan has recommended the abolition of Fulton Market. He says it is in bad condition, and besides, it does not pay. How about the other markets?

Christmas beef was the talk of the town this week, and it was the finest seen in many years, in spite of the talk of beef scarcity. Looks like all the attention of feeders had been centered on the Christmas stuff.

In a New York newspaper last week there was an illustration entitled "An Old Friend in a New Role." It showed a "dog butcher shop" in Germany, over the door of which was a sign reading "Hundeschlächtere.".

Among visitors to Swift headquarters in New York this week were Manager Miller of the company's house at Augusta, Ga.; T. E. Ray, of the branch house department at Chicago; and R. Guy, of the calf buying department at Chicago.

Mrs. Fanny S. Joseph, wife of Frederick Joseph, head of the New York Butchers' Dressed Meat Company, died at her home, No. 47 West Eighty-sixth street, last week. Mrs. Joseph was fifty-three years old and a daughter of Joseph Schwarzschild, one of the founders of the Schwarzschild & Sulzberger Company. Surviving her are her husband and five children.

The following is a report of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending December 14, 1912, by the New York City Department of Health. Meat.—Manhattan, 1,630 lbs.; Brooklyn, 9,937 lbs.; total, 11,567 lbs. Fish.—Manhattan, 921 lbs.; Queens, 35 lbs.; total, 956 lbs. Poultry and game.—Manhattan, 12,222 lbs.; Brooklyn, 526 lbs.; Bronx, 250 lbs.; Queens, 10 lbs.; total, 13,008 lbs.

New York burglars, like New York police, are up to date. They know how to do it. It would be very bad form for a yeggman to burgle a New York shop these days without carrying the safe into the butcher's ice house and there using the "juice" on it. Speaks well for the insulating qualities of the ice house, but is hard on the butcher. The latest attempt of this sort was the blowing up of the safe of C. Schuck & Company in their shop at No. 2,725 Third avenue, the Bronx. Four places were entered the same night.

## SPLENDID EXHIBITIONS OF CHRISTMAS BEEF

The annual Christmas Beef Show in New York City was perhaps the superior of any in past years. This applies not only to the quality of cattle shown, but also to the elaborateness and beauty of the surroundings, and the widespread public attention which was given to these shows. In past years the exhibits have been a matter of trade interests solely. Now they are coming to be almost as much a public show event as the horse show or the automobile show.

### The United Dressed Beef Show.

The annual Christmas exhibit of the United Dressed Beef Company was a display of the finest cattle ever exhibited in this city by that up-to-date concern. The show opened Sunday and continued for three days. Several of the choicest cattle were on exhibition in the street before killing.

The show in the big new storage coolers was the usual artistic effort. Before entering the big coolers the visitor found it necessary to go through a long passageway of Christmas trees. Upon entering the coolers a kaleidoscope of many colored electric lights was seen, representing different flowers in full bloom. The walls and ceilings represented rocky caves, with hidden light effects. Four hundred cattle were used for this exhibition, and most of them were sold on Sunday. Superintendent W. L. McCauley said it was the best show in twelve years.

Many of the beeves were dressed whole, reclining on benches trimmed with greens and holly, some with the hide partly left on. An innovation was one particularly good steer dressed, and the entire hide left on. Along the rails were hung hundreds of sides and hinds and pieces of choice beef, dressed

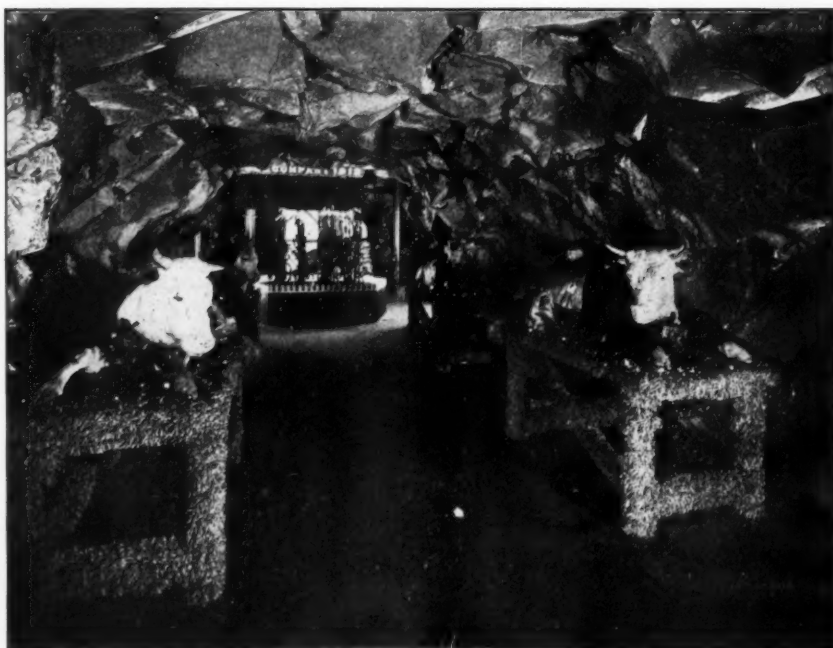
in Christmas style, and most of them marked "Sold."

The floors beneath the exhibits were laid out in imitation grass plots, like small parks, and in the center was a huge pyramid composed of over twenty dozen chrysanthemums, to represent an Italian garden in full bloom, the hidden lights giving it a splendid appearance. Two little grottoes, big enough for one steer each, had as occupants extra choice cattle nicely dressed. In the rear of the coolers was a huge cornfield with great corn stalks sprouting 6 to 8 feet high, while the old-fashioned mill with water-power attachment was grinding corn to its capacity.

Credit for the many details of this artistic exhibit is due Foreman Max Hertel and his five electricians, who had been working for weeks to obtain the desired results.

First avenue on Sunday had all the appearance of Thirty-ninth street and Broadway on "opera night," the automobile line alone extending the length of two blocks. Over 14,000 visitors took advantage of the opportunity to see the exhibit, while hundreds were turned away for lack of room. On Monday there were close to 4,000 visitors, and on Tuesday, the last day, about the same number.

President Blumenthal and the officials of the U. D. B. Co. are much pleased at the publicity this exhibit gives their company each year, as it is the talk of the town and creates interest for many miles around, and Superintendent McCauley has his hands full these days, while Morris Solinger, Jake London and Hugo Wallenstein were as busy as they usually are, only a little more so. Many out-of-town visitors were amazed at this really fine exhibit of Christmas beef.



A GLIMPSE OF THE UNITED DRESSED BEEF CO.'S CHRISTMAS EXHIBITION.



**MAKE YOUR SHOP BRIGHT**

By the use of **OPALITE** (White Glass)

**CLEANER AND CHEAPER THAN MARBLE**

For Counter Tops and Cases, Side Walls, Refrigerators, Shelves, Scale Tops, Etc.

**SANITARY, NON-ABSORBENT** **GERM PROOF AND LIGHT REFLECTING**

**N. Y. Office** **THE OPALITE TILE CO.**

**47 W. 34th St.** **MONACA, PA.**

**Be Wise and Write  
for Samples.**

#### New York Butchers' Dressed Meat Co.

The west side of town was not behind by any means when it came to making a Christmas display of beef. In fact, it was there "with both feet." At the plant of the New York Butchers' Dressed Meat Company, at Eleventh avenue and 39th street, several hundred of the finest quality of Christmas beef cattle, purchased by Mr. Fred Joseph at Chicago, were on display in one of the big coolers.

Each aisle of beef was separated from its neighbor by specially-built fences and posts completely covered with Christmas greens. The top of each post covered with electric lights and the top of the fences were fairly ablaze. The center of the cooler was a masterpiece, a huge garden of flowers, where hundreds of big red roses nodded a welcome to the visitors, while directly above the flower bed was a big dome of Christmas trees, in the center of which blazed one enormous 500-candle power electric bulb. At the other side of the cooler was a huge green star, lit up with green lights. Needless to say what nationality was represented; every butcher in New York knows his handiwork, particularly those from the East Side and the Emerald Isle!

The four corners of the cooler had big Christmas trees decorated beautifully enough to grace any parlor, and in the midst of this regal setting were two fine big steers dressed whole, and reclining at ease on ornamented platforms. One was jet black, the other a bright brown, presenting a fine contrast. Credit is due Superintendent Allan McKenzie, who was responsible for this elegant exhibit, which it would be extremely difficult to improve on. It took many days of planning and hard work, and the lighting effects could not be excelled. The New York Butchers' Dressed Meat Company had good reason to be proud of its exhibit, as was shown by the pleased remarks of the thousands of visitors.

#### The Swift Small Stock Exhibit.

Swift & Company's small stock department at the East Side plant, in charge of Manager Edward Fetterly, displayed a splendid lot of prime lambs. The hog-dressed lambs in particular, with their snow-white bushy tails and blue ribbons, made a fine appearance. To the casual observer it looked like a well-laid plan to make a handsome display that took a long time to present so artistic an appearance. But, as a matter of fact, it was only decided on Friday to make a Christ-

mas display, and it had to be completed in all its details on Saturday, to be ready for visitors on Sunday.

The size of the contract is apparent, and it certainly was a case of hustle. The entire cooler was given a fresh coat of white paint; the walls and ceilings were decorated with Christmas trimmings; the wiring and placing of the many electric lights was accomplished; the small stock prepared, ornamented and hung; the canned goods, poultry, soup display, hams and bacon—both in bulk and in jars—arranged; white curtains hung to separate the show cooler from the other departments; and all was finished by Saturday evening by Manager Fetterly and his own crew of men, without calling in a single outsider to help.

It was a big job, and much credit is due the Swift staff for the fine display so artistically arranged in just two days, and to cap the climax there were over 600 lambs sold on Sunday. These three days of hard work seemed to agree with Mr. Fetterly very well, as he was on the job the next day none the worse for wear and looking as spruce and lively as ever.

#### S. & S. Company Sells Fine Beef.

The Sulzberger & Sons Company, as usual, had a particularly fine lot of cattle on exhibition without much display. Their big coolers on First avenue were crowded with fine heavy Christmas beef, nearly all of which was sold as fast as it could be hung. Sol. London's satisfied smile spoke volumes, there being over fifty of the heaviest and choicest cattle sold to one customer alone. Louis Joseph was very proud of the cattle he had sent to him for this season's trade.

#### BUTCHER ON A STRICT CASH BASIS.

He was known by his work. This applies to that veteran, the late Alex. McCarthy, who established a shop at Fourth street and Sixth avenue in 1865. His five sons were well trained under his guidance, and the oldest has just shown his ability by opening a big stand in the New Queensboro Bridge Market, on First avenue, from 59th to 60th streets. It is on original lines laid down by himself.

The new market has been an unusually big success from the start. On Saturdays, particularly, the big stands are crowded all day, and an enormous amount of stock is disposed of, notwithstanding that everything is sold for cash. Not one penny's worth of credit is

extended to any one, which proves that this bug-bear of the butcher can be overcome, though so few have the nerve to attempt to do business that way.

Another of Mr. McCarthy's ways of doing business is to charge for delivering. A big sign hung in a conspicuous place tells the purchaser that packages delivered as far north as 129th street or to South Ferry will be charged for at the rate of 15 cents for 50 pounds, 20 cents for 75 pounds and 25 cents for 100 pounds. This is so unusual as to cause comment. But so far it has worked extremely well, as the customers are willing to pay for this accommodation, and it is well worth it.

Another sign which is appreciated by the purchasing public informs them that they can have their packages assembled and made into a convenient package free of charge at the accommodation counter, which also helps business. As there is a big business done in the fish, grocery and butter and egg departments, the trade gladly takes advantage of this, as it is a real convenience. This proves that business can be done for cash, and the expense of delivery considerably lightened.

Mr. McCarthy is fortunate in having secured the services of that well-known veteran, Sam Mayers, who does all the buying, which takes up his entire time, as there are two other large stores conducted by the younger McCarthy brothers, one at Eighth street and Sixth avenue, and the other the well-known Alexander Market in Brooklyn.

#### SALAD TO MATCH THE COSTUME.

George Shaffer, the well-known New York retail butcher, has just closed what is probably the most unusual contract ever made in the history of the meat business. He has taken the sole agency for the far-famed orchids of which orchid salad is made. The deal was consummated last Friday with the originator, an Italian who has a farm on Long Island, and who has been experimenting for over thirty years. The peculiarity of this salad is that it can be ordered in hotels and restaurants to match the gowns of the ladies who order it. Any known colors can be duplicated, and as it only costs \$2 a portion, there is no fear of its becoming too common. Mr. Shaffer is nothing if not exclusive!

#### J-M INSULATING MATERIALS

J-M Pure Cork Sheets J-M Mineral Wool  
J-M Impregnated Cork Boards J-M Granulated  
J-M Rock Wool Insulating Cork  
Blocks J-M Hair Felt  
J-M Waterproofed Indurated Fibre Boards, Etc.

Write us as to your requirements.

**H. W. JOHNS-MANVILLE CO.**  
NEW YORK AND EVERY LARGE CITY

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Good to choice native steers	\$7.90@9.40
Poor to fair native steers	4.85@7.85
Oxen and stags	4.25@7.50
Bulls and dry cows	2.80@6.50
Good to choice native steers one year ago	6.50@7.50

## LIVE CALVES.

Live veal calves, common to prime, per 100 lbs.	9.00@11.50
Live calves, barnyard	@ 5.00
Live veal calves, Western, per 100 lbs.	@ 6.50

## LIVE SHEEP AND LAMBS.

Live lambs, common to prime, per 100 lbs.	@ 8.50
Live lambs, yearlings	@ 5.75
Live lambs, culls	4.50@ 5.50
Live sheep, common to prime, per 100 lbs.	3.50@ 4.00
Live sheep, wethers, per 100 lbs.	@ 4.75

## LIVE HOGS.

Hogs, heavy	@ 8.00
Hogs, medium	@ 7.95
Hogs, 140 lbs.	@ 7.95
Pigs	@ 7.90
Rough	6.70@ 6.90

## DRESSED BEEF.

### CITY DRESSED.

Choice native heavy	13 1/2 @ 14 1/2
Choice native light	12 1/2 @ 13 1/2
Native, common to fair	10 1/2 @ 11 1/2

### WESTERN DRESSED BEEF.

Choice native heavy	13 @ 13 1/2
Choice native light	12 1/2 @ 13
Native, common to fair	12 @ 12 1/2
Choice Western, heavy	@ 12
Choice Western, light	11 @ 11 1/2
Common to fair Texas	10 @ 10 1/2
Good to choice helters	10 1/2 @ 11
Common to fair helters	@ 10
Choice cows	@ 10
Common to fair cows	9 @ 9 1/2
Common to fair oxen and stags	10 1/2 @ 11
Fleshy Bologna bulls	9 1/2 @ 9 3/4

## BEEF CUTS.

	Western.	City.
No. 1 ribs	16 @ 17	19 @ 20
No. 2 ribs	13 @ 15	15 @ 16
No. 3 ribs	10 @ 11	12 @ 14
No. 1 loins	16 @ 17	@ 21
No. 2 loins	13 @ 15	@ 17
No. 3 loins	10 @ 12	@ 13
No. 1 hinds and ribs	14 @ 15	16 @ 16 1/2
No. 2 hinds and ribs	13 @ 14	13 1/2 @ 14 1/2
No. 3 hinds and ribs	@ 12	11 1/2 @ 12 1/2
No. 1 rounds	11 @ 12	11 1/2 @ 12
No. 2 rounds	@ 10	10 1/2 @ 11
No. 3 rounds	9 @ 9 1/2	9 @ 10
No. 1 chucks	11 @ 12	12 @ 12 1/2
No. 2 chucks	9 @ 10	11 @ 11 1/2
No. 3 chucks	6 1/2 @ 8	9 @ 10

## DRESSED CALVES.

Veals, city dressed, good to prime, per lb.	@ 18
Veals, country dressed, per lb.	@ 16
Western calves, choice	@ 16
Western calves, fair to good	14 @ 15
Western calves, common	11 @ 13
Grassers and buttermilks	10 @ 11

## DRESSED HOGS.

Hogs, heavy	@ 10 1/2
Hogs, 180 lbs.	@ 10 1/2
Hogs, 160 lbs.	@ 10 1/2
Hogs, 140 lbs.	@ 10 1/2
Pigs	@ 11 1/2

## DRESSED SHEEP AND LAMBS.

Spring lambs, choice, per lb.	@ 14
Lambs, good	@ 13
Sheep, choice	@ 8 1/2
Sheep, medium to good	@ 8
Sheep, culls	5 @ 6

## PROVISIONS.

### (Jobbing Trade.)

Smoked hams, 10 lbs. avg.	@ 15 1/4
Smoked hams, 12 to 14 lbs. avg.	@ 15 1/4
Smoked hams, 14 to 16 lbs. avg.	@ 14 1/4
Smoked picnics, light	@ 13 1/4
Smoked picnics, heavy	@ 13
Smoked shoulders	@ 12 1/4
Smoked bacon, boneless	@ 17

Smoked bacon (rib in)	@ 16
Dried beef sets	@ 18
Smoked beef tongue, per lb.	@ 21
Pickled bellies, heavy	@ 12 1/2

## FRESH PORK CUTS.

Fresh pork loins, city	13 @ 13 1/2
Fresh pork loins, Western	11 @ 12 1/2
Fresh pork tenderloins	@ 30
Frozen pork tenderloins	@ 28
Shoulders, city	12 1/2 @ 13 1/2
Shoulders, Western	12 @ 13
Butts, regular	11 1/2 @ 12 1/2
Butts, boneless	12 1/2 @ 13 1/2
Fresh hams, city	15 @ 16
Fresh hams, Western	14 @ 15
Fresh picnic hams	@ 13

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 50@65 lbs. cut.	70.00 @ 80.00
Flat shin bones, avg. 40@50 lbs. cut, per 100 bones, per 2,000 lbs.	60.00 @ 65.00
Hooft, black, per ton	80.00 @ 85.00
Thigh bones, avg. 90@95 lbs. cut, per 100 bones, per 2,000 lbs.	90.00 @ 95.00
Horns, 7 1/2 oz. and over, steers, first quality, per ton	@ 270.00

## BUTCHERS' SUNDRIES.

Fresh steer tongues	100 @ 125c. a piece
Fresh cow tongues	60 @ 70c. a piece
Calves' heads, scalded	45 @ 50c. a piece
Sweetbreads, veal	45 @ 75c. a pair
Sweetbreads, beef	20 @ 25c. a pound
Calves' livers	20 @ 20c. a pound
Beef kidneys	@ 15c. a piece
Mutton kidneys	@ 3c. a piece
Livers, beef	@ 10c. a pound
Oxtails	8 @ 9c. a piece
Hearts, beef	6 @ 7c. a pound
Rolls, beef	15 @ 25c. a pound
Tenderloin beef, Western	27 @ 35c. a pound
Lambs' fries	@ 8c. a pair
Extra lean pork trimmings	@ 13c. a pound
Blade meat	@ 13c. a pound

## BUTCHERS' FAT.

Ordinary shop fat	@ 2 1/2
Suet, fresh and heavy	@ 6
Shop bones, per cwt.	20 @ 25

## SAUSAGE CASINGS.

Sheep, imp., wide, per bundle	@ 80
Sheep, imp., medium, per bundle	@ 70
Sheep, imp., per bundle	@ 40
Sheep, domestic, wide, per bundle	@ 70
Sheep, domestic, medium, per bundle	@ 50
Sheep, domestic, narrow med., per bundle	@ 25
Hog, American, free of salt, tea, or bbla., per lb., f. o. b. New York	@ 70
Hog, extra narrow selected, per lb.	@ 70
Hog, in kegs, 1 cent over bbla. or tcs.	@ —
Hog, middles	@ 12
Beef rounds, domestic, per set, f. o. b. Chicago	@ 18
Beef rounds, export, per set, f. o. b. New York	@ 23
Beef bungs, piece, f. o. b. New York	@ 16 1/2
Beef middles, per set, f. o. b. New York	@ 75
Beef middles, per set, f. o. b. Chicago	@ 73
Beef weasands, per 1,000, No. 1s.	@ 8
Beef weasands, per 1,000, No. 2s.	@ 4 1/2

## SPICES.

	Whole.	Ground.
Pepper, Sing., white	18 1/2	20 1/2
Pepper, Sing., black	12 1/2	14 1/2
Pepper, Penang, white	18	20
Pepper, red Zanzibar	14	17
Allspice	6	8
Cinnamon	16	20
Coriander	4 1/2	6
Cloves	23	26
Ginger	10	13
Mace	70	75

## SALTPETRE.

Crude	4 1/2 @ 5
Refined—Granulated	@ 5 1/2
Crystals	5 1/2 @ 7
Powdered	@ 6

## GREEN CALFSKINS.

No. 1 skins	@ .28
No. 2 skins	@ .24
No. 3 skins	@ .14
Branded skins	@ .18
Ticky skins	@ .18
No. 1 B. M. skins	@ .28
No. 2 B. M. skins	@ .21
No. 1, 12 1/2-14	@ 2.95
No. 2, 12 1/2-14	@ 2.70
No. 1 B. M., 12 1/2-14	@ 2.45
No. 2 B. M., 12 1/2-14	@ 2.20
No. 1 kips, 14-18	@ 3.15
No. 2 kips, 14-18	@ 2.90
No. 1 B. M. kips	@ 2.65
No. 2 B. M. kips	@ 2.40
No. 1, heavy kips, 18 and over	@ 4.00
No. 2, heavy kips, 18 and over	@ 3.75
Branded kips	@ 2.20
Heavy branded kips	@ 2.55
Ticky kips	@ 2.45
Heavy ticky kips	@ 2.80

## DRESSED POULTRY.

Turkeys—Dry packed—	
Md., Del. and Jersey hens and toms	@ 26
State and Pennsylvania, selected	23 @ 24
Western, dry-picked, selected, bbls.	@ 23
Western, dry-picked, av. best, bbls.	21 @ 22
Western, scalded, selected, bbls.	@ 23

## FRESH KILLED.

Fowl—Dry packed, 12 to box—	
Western boxes, 48 to 55 lbs. to doz., dry-picked, fancy	@ 16
Western boxes, 36 to 42 lbs. to doz., dry-picked	14 1/2 @ 15
Fowl—Barrels—	
Southern and S. Western, dry-picked, avg. best	13 1/2 @ 14
Other Poultry—	
Old Cocks, per lb.	@ 11 1/2
Squabs, prime, white, 10 lbs. to doz. per doz.	@ 4.50

## LIVE POULTRY.

Fowls, Western, av. best, via freight	@ 13 1/2
Fowls, via freight, Southern prime	@ 13
Old roosters, per lb.	@ 8 1/2
Turkeys, hens and toms, mixed	@ 18
Ducks, Western, per lb.	@ 15
Geese, per lb., Western	@ 14
Guineas, per pair	@ 65
Pigeons, per pair	@ 25

## BUTTER.

Creamery, Extras	36 1/2 @ 37
Creamery, Firsts	32 @ 35
Process, Extras	27 @ 27 1/2
Process, Firsts	26 @ 26 1/2

## EGGS.

Fresh gathered, extras	35 @ 36
Fresh gathered, extra firsts	33 @ 34
Fresh gathered, firsts	29 @ 32
Fresh gathered, seconds and lower grades	25 @ 28
Fresh gathered, dirties	16 @ 18
Fresh gathered, checks	14 @ 16
Refrigerator firsts, local storage, charges paid	19 1/2 @ 20
Refrigerator firsts on dock	18 1/2 @ 19

## FERTILIZER MARKETS.

### BASIS, NEW YORK DELIVERY.

Bone meal, steamed, per ton	20.00 @ 20.50
Bone meal, raw, per ton	@ 27.50
Hoof meal, per unit, Chicago	2.50 @ 2.55
Dried blood, West, high grade, fine, f. o. b. Chicago, prompt	2.60 @ 2.65
Nitrate of soda—spot	@ 2.60
Bone black, discard, sugar house del. New York	24.00 @ 25.00
Dried tankage, N. Y., 11 to 12 per cent ammonia	2.75 and 10c.
Tankage, 11 and 15 p. c., f. o. b. Chicago, prompt	2.35 and 10c.
Garbage tankage, f. o. b. New York	@ 9.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, New York (nominal)	2.90 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime, c. i. f. Charleston and New-Port News	3.20 and 10c.
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid)	@ —
Sulphate ammonia gas, for shipment, per 100 lbs., guar., 25%	@ 3.25
Sulphate ammonia gas, per 100 lbs., spot, guar., 25%	@ 3.25
So. Carolina phosphate rock, ground, per 2,000 lbs., f. o. b. Charleston	6.50 @ 7.70
So. Carolina phosphate rock, undried, f. o. b. Ashley River, per 2,240 lbs.	8.50 @ 8.75
The same, dried	3.75 @ 4.00

